



Whyalla City Council

REQUEST FOR EXPRESSIONS OF INTEREST

EOI 2021-003



Whyalla Airport Café

For Lease by Expression of Interest



INTRODUCTION

The Whyalla City Council is offering the lease of the Whyalla Airport Café in the newly upgraded Whyalla Airport Terminal Building, located in Barngarla Avenue, Mullaquana SA 5608.

This document provides a general summary of information for prospective parties to consider in this opportunity.

The lease opportunity is available by the Expression of Interest. A form is enclosed in the appendices to this report. Registrations are to be submitted to council@whyalla.sa.gov.au by 5pm on **Friday 27 August 2021 at 5pm**.

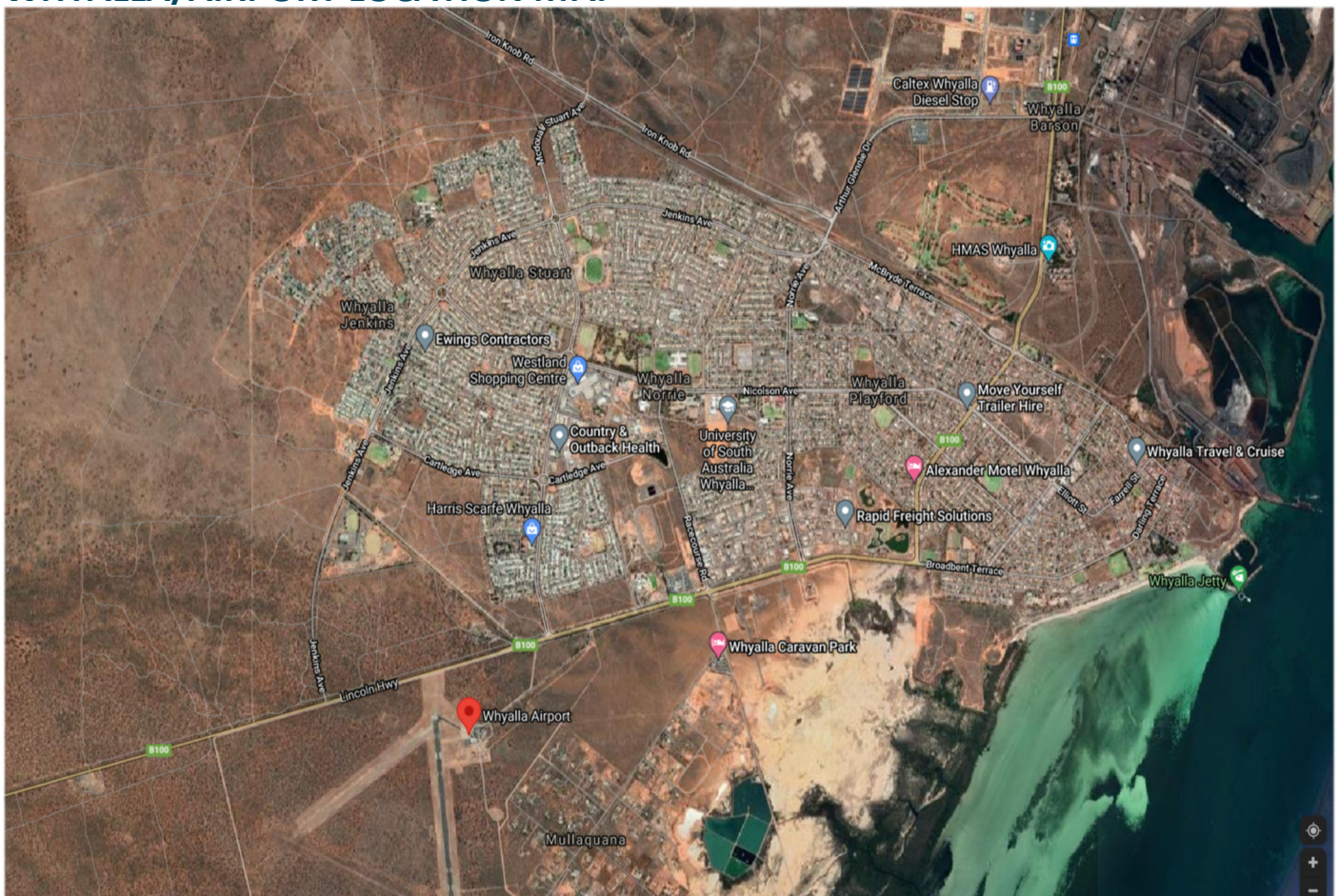
For further information, or to arrange an inspection of the property (strictly by appointment only due to ongoing construction works) please contact:



Grant Jennings Manager Finance
Phone: 0455 101 273
Email: grant.jennings@whyalla.sa.gov.au

Kathy Jarrett Director Corporate
Phone: 0434 305 565
Email: kathy.jarrett@whyalla.sa.gov.au

WHYALLA/AIRPORT LOCATION MAP



EXECUTIVE SUMMARY

The Lease Opportunity

The lease opportunity is for a café offering at the Whyalla Airport. This is a brand-new space being developed as part of the current upgrade works, expected to be completed by early October.

The city of Whyalla is uniquely placed to take advantage of a number of emerging opportunities in areas including tourism and industry. The Whyalla Airport is vital in the growth that this will bring as it is the gateway to the city and region for tourists and workers alike. The current upgrade will ensure that the facilities available to airport users are of a standard expected for such an important regional hub. The café space is the ingredient that will bring the terminal to life and offer a great experience for all travellers.

Whyalla City Council is seeking an operator with a passion for offering a unique, quality food and beverage service and interested operators are requested to submit creative ideas for their offering.

The Official Opening of the Terminal Building Upgrade is expected to be held shortly after upgrade works are completed and it is envisaged that the café would also begin operations on the same day.

Lease

The lease is offered for a period of up to a term of 5 + 5 years (subject to break clauses and/or negotiated conditions).

Rental is subject to negotiation as part of the Expression of Interest process.

Passenger Numbers

The passenger numbers for 2018-19 were 77,622, this being the last full financial year before the impacts of Covid-19.

Total passengers dropped to 37,106 for 2020-21 but have been slowly recovering and based on passenger numbers for the March to June 2021 quarter alone, current annual passengers are sitting at approximately 57,000.

Passenger numbers are indicative only and are provided to give some indication of the volume of service opportunity.

Offering

Interested parties should outline their proposed offering of food, beverages and other items.

They should also make clear if the proposal includes provision for serving alcohol (subject to negotiation).

Operating Model

Interested parties are encouraged to make an appointment to inspect the premises to understand the operational capabilities of the space and to also ensure they give sufficient consideration to the flight schedules in gaining an understanding of the staffing schedule that will be required.

Café Fit-Out, Fixtures & Furniture

Fit-out will be carried out by Council as part of the Terminal Building Upgrade.

WHYALLA AIRPORT

Location

The Whyalla Airport is located at Lot 124 Broadbent Terrace, Whyalla SA 5600.
The physical street name is Barngarla Avenue, Mullaquana SA 5608.

History

The Whyalla Terminal Building was built in 1959, as part of the relocation of the Whyalla Aerodrome from what is now the Whyalla Wetlands to its current location.

On 1 July 1991 Whyalla City Council, took ownership of the airport from the Commonwealth Government.

Upgrade Works and Café Space

The Whyalla Airport Terminal Building is currently being upgraded. The project will deliver on the objective of meeting the Australian Government measures to further strengthen Australia's domestic and international aviation security, while also increasing the amenity for airport users.

Part of the increased amenity at the airport terminal is the ability to provide patrons of the airport with access to food and beverages for the first time. Whyalla City Council is seeking an expression of interest from parties interested in leasing part of the new Whyalla Airport Passenger Terminal to operate a café facility.

The café space is the ingredient that will bring the terminal to life and offer a great experience for all travellers.

Works are expected to be completed in early September, with café operations expected to commence the same month.

Sterile Area

The café space is situated past the passenger screening point and so is part of the sterile area for screening purposes. This means that Café staff will be subject to screening in order to access their work area.

Airside Access

Access to the secure airside area, including aprons, taxiways and runways is heavily regulated. At no time will café staff be permitted to enter this area unless instructed by authorised airport staff during an emergency.

Car Parking

Free car parking will be allocated by Airport Management for all café staff.



BUSINESS AND CAFE DESCRIPTION

This lease provides an opportunity to a quality provider to provide food and beverage opportunities at the Whyalla Airport.

The inclusion of a café area is a first for the Whyalla Airport. A specific area was allocated as part of the upgrade to provide a better service and more opportunities for all users.

Café Fit-Out, Fixtures & Furniture

Fit-out will be carried out by Council as part of the Terminal Building Upgrade.

The following will be included as part of the upgrade:

- Cabinetry
- 1 x under bench fridge – refer figure 1 below.
- 1 x drinks fridge (floor mounted) – refer figure 2 below.



Figure 1 - Under bench fridge
Refer brochure attached for specifications.



Figure 2 - Floor mounted drinks fridge
Refer brochure attached for specifications.

The following items may be provided by Council after consultation with the appointed lessee:

- Coffee Machine
- Microwave
- Point of Sale (cash register, Eftpos Machine)

The Lessee will be required to provide:

- All consumables.
- Staffing.

FINANCIAL DETAILS



There is no trading information due to the fact Council hasn't run a Café as part of the Whyalla Airport in the past.

Flight Schedules

Flight times have been subject to change since early 2020 due to Covid-19. Both the current and pre-Covid flight schedules have been provided as an attachment to this document.

Passenger Numbers

The passenger numbers for 2018-19 were 77,622, this being the last full financial year before the impacts of Covid-19.

Passenger numbers for 2019-20 up until the end of February 2021 were up by approximately 1% on the previous year, but ultimately ended up down 26% to 57,288. Total passengers for 2020-21 were down another 35% to 37,106.

Passenger numbers have been slowly recovering and based on passenger numbers for the March to June 2021 quarter, current annual passengers are sitting at approximately 57,000.

THE LEASE

The new lease is offered on the following basic terms:

Internal Lease Area

Approximately 11.4 square metres of café space

Access to shared staff area

Lease Fee

By negotiation subject to submission.

Lease Term

Up to 5 + 5 years (subject to break clauses and/or negotiated conditions)

Commencement Date

It is expected that the preferred operator will be ready to commence operations in line with the grand opening, which is expected to occur in October.

Guarantees

Normal commercial guarantees

EXPECTATIONS

Whyalla City Council is seeking an operator with a passion for offering a unique, quality food and beverage service to cater for users, locals and tourists alike as it may be a tourist's first impression of the city and region.

The café option is a first for the Whyalla Airport so Interested operators are requested to submit creative ideas for their offering.

OPERATIONS

Premise Name

Name to be determined in conjunction with successful operator (generically referred to as Whyalla Airport Café)

Capacity

The seating capacity of the airport screened area is 90.

A copy of the floorplan is included in the appendices to this report.

Trading Hours

Trading hours are negotiable according to the submission and proposal but are expected to give coverage in line with the incoming and outgoing flight times.

Flight times are subject to change or cancellation at the discretion of the applicable airlines.

Offering

Interested parties should outline their proposed offering of food, beverages and other items.

Please indicate if the offering will or will not include the service of alcohol.

Operating Model

Interested parties are encouraged to make an appointment to inspect the premises to understand the operational capabilities of the space and to also ensure they give sufficient consideration to the flight schedules in gaining an understanding of the staffing schedule that will be required.

PLANT AND EQUIPMENT

The landlord proposes that the current Plant and Equipment is included within the lease for the immediate benefit of the incoming operator. The operator will be expected to maintain the equipment and replace at Tenant's cost any item that reaches end of life. Plant and Equipment will be returned to the landlord at the end of the lease term in the same condition as at commencement, except for normal wear and tear.

CONCLUSION

This is a great opportunity for an enthusiastic operator to provide a vital service to all users of the Whyalla Airport. A well run café has the potential to become the heart of the upgraded airport facility providing an enhanced customer experience to all airport users.

Please feel free to contact Grant Jennings or Kathy Jarrett if you have any questions or to arrange a formal inspection. Return the enclosed Expression of Interest form to Council to be considered for this opportunity.

The Expression of Interest period closes **Friday 27 August 2021 at 5.00pm (ACST)**.



Grant Jennings Manager Finance
Phone: 0455 101 273
Email: grant.jennings@whyalla.sa.gov.au

Kathy Jarrett Director Corporate
Phone: 0434 305 565
Email: kathy.jarrett@whyalla.sa.gov.au



Acknowledgement of country

We acknowledge the lands in our region belonging to the Barngarla people and acknowledge them as the traditional custodians from the past, for the present and into the future. The Barngarla people's rich cultural heritage and spiritual beliefs still connect them with this land, maintaining a positive relationship with the living members of their community today.



APPENDICES

WHYALLA - a city on the rise

Whyalla City Council is focused on diversifying the Whyalla economy and facilitating improved liveability and amenity for its residents and visitors.

Council is continuing to invest in the open space and public realm of the city, and is confident of a prosperous future, with a high level of both current and ongoing investment (private and public) including:

- ◆ The \$12.1 million, Federally-funded Whyalla Regional Airport upgrade is in progress, with completion expected in September 2021
- ◆ The State Government's new \$100 million Whyalla Secondary College, set for completion later this year
- ◆ The \$4.2m Cuttlefish Coast Sanctuary Tourism and Environmental Management Project – made possible via \$2.1 million in State Government funding – will create a huge boost to the tourism potential of the entire region
- ◆ The Whyalla Foreshore Revitalisation Master Planning process, a transformative project that will contribute to the rejuvenation of Whyalla. More information can be found on Council's website: <https://www.whyalla.sa.gov.au/our-city/foreshore-master-plan>
- ◆ The Federal and State Governments' Hydrogen Hub investment, to potentially be located at Port Bonython, delivering and catering for world-class hydrogen production
- ◆ GFG Alliance's Green Steel transformation vision
- ◆ Increased iron ore exports and expanding third-party use of the Whyalla Port for export opportunities
- ◆ Whyalla City Council's iconic new \$7.8 million circular jetty – the only one of its kind in the southern hemisphere – which has made Whyalla a tourist destination
- ◆ Whyalla City Council's \$4.8 million Bennett Oval Redevelopment (below), which has transformed the facility into a premier regional sporting hub and put Whyalla on the national sporting map since hosting an AFL pre-season match in 2020





City of Whyalla

Unearth a Bright Future

WHY INVEST IN THE CITY OF WHYALLA?

- ◆ Our diverse economy presents a wide range of opportunities for productive private and public investment.
- ◆ The scale of projects ranges from start-ups to high growth enterprises and large-scale infrastructure projects.
- ◆ A strong, local entrepreneurial culture providing opportunities for co-investors, enterprise partners, suppliers and advocates.
- ◆ A key economic and community centre for the Eyre Peninsula, Greater Whyalla offers major support, through the provision of key logistics infrastructure, support services, skilled and unskilled labour and public- sector services.

Whyalla at a glance



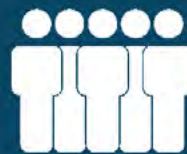
GRP=\$1.16
BILLION



REGIONAL
ECONOMIC OUTPUT
\$2.4
BILLION



TOTAL VALUE
ADDED
\$860MIL



POPULATION
=21,828



40
MEDIAN
AGE



673
LOCAL
BUSINESSES



8783
LOCAL JOBS



MEDIAN WEEKLY
INCOME
\$982



104,000
AVERAGE ANNUAL
OVERNIGHT
VISITORS



TOTAL
VISITORS
171,000



AVERAGE ANNUAL
VISITOR SPEND
(2016 – 2019)
\$77MIL



TOTAL TOURISM
& HOSPITALITY
SALES
\$42.1MIL



City of Whyalla

Whyalla City Council has a strong focus on creating a proud and thriving city with an attractive and diverse economy. The focus on strengthening our community, embracing our unique culture and growing our economy are key themes of focus to ensure Whyalla is a vibrant, attractive city offering the community a diverse range of sustainable economic, social, environmental and cultural opportunities.

Our Story

Whyalla is a place of natural wonders. From the iconic and breathtaking Giant Cuttlefish to our cracked shingle beaches and iron ore, we are shaped by our natural environment and incredible uniqueness. We celebrate our local heritage, arts and culture, we recognise this to be the distinctive fabric of life that intertwines to shape Whyalla's world.

It's the inspiring possibilities and rich heritage that makes us all so passionate about Whyalla. There is a shared vision and a resilient spirit that makes great things possible.

We are a connected community. We are proud of where we came from, and proud of where we're going. We are creating new possibilities and embracing the future. We provide strong support to anyone 'giving it a go' here.

Our central location means we are accessible and ideally located for new and emerging industries, tourism and potential residents.

Our History

Located just 396kms north-west of Adelaide on the western shore of Upper Spencer Gulf on Eyre Peninsula, Whyalla; South Australia's second largest regional city, is a relaxed, culturally diverse community that offers a unique way of life.

Whyalla and the surrounding area has a rich cultural heritage, with artefacts discovered at Point Lowly indicating the area has been occupied by Aboriginal people for at least 6,000 years. The Whyalla area itself was visited by semi-nomadic tribes of Malkaripangala people – a subdivision of the Barngarla Aboriginal group, who were culturally linked to Lake Eyre and Lake Torrens.

The northern Spencer Gulf was first navigated by Matthew Flinders in 1802, followed by Frenchman Louis-Claude de Freycinet in 1803. In 1840, explorer Edward John Eyre reported the presence of iron stone in the Middleback Ranges, 50km west of the city of Whyalla. The first attempts to mine the area began in the 1890's.

The city itself started as a tiny work camp on the shore at the foot of Hummock Hill, in 1901. The camp was set up as a service base for the iron ore jetty constructed by Broken Hill Proprietary Company Limited (BHP). The settlement then known as 'Hummock Hill', gradually expanded until 1914 when Whyalla was proclaimed a town. BHP Co Ltd extended its industrial activities in Whyalla by building shipyards and a blast furnace in 1940.

The booming town was proclaimed a city in 1961. The steelworks started production in 1965 and on October 28, 2000, they became OneSteel Whyalla Steelworks. In 2012 the company name changed to Arrium Ltd.

Our goal is to "Unearth a Bright Future" for Whyalla and deliver;

- ◆ A confident, engaged and proud community
- ◆ Integrated education and training opportunities
- ◆ Attractive city
- ◆ Diverse economy
- ◆ Integrated health, disability and aged care services

Whyalla Today

Today, Whyalla provides all the services and offerings that are attractive to larger urban living, and also boasts excellent industry opportunities including a close proximity to mining, oil and gas, as well as providing engineering and steel manufacturing services. The city is one of the main regional centres of Eyre Peninsula with major supermarkets, specialist retail outlets, education, transport, banking, financial and professional services. Whyalla services also include tourism operations, hotels, restaurants, automotive, trades and a variety of small businesses.

Tourism is a growing industry with considerable growth potential for Whyalla. Unique nature-based experiences and events and the coastal and outback environments are the key attractions along with industrial tourism. Visitors can learn and experience Whyalla's history and industrial background through museums and tours.

Sport tourism is an emerging industry for Whyalla, with the various sporting codes looking to capitalise on the world class recreational grounds the City has to offer.

Spanning approximately 1,000 square kilometres, The Corporation of the City of Whyalla has one of the most diverse operations of any local government, including an airport, public library, childcare centre, visitor information centre, maritime museum, lighthouse, waste landfill site, cemetery and crematorium, marina and boat ramps. Council also owns the city's Leisure Centre and is responsible for all major development including the foreshore, wetlands, water saving and harvesting initiatives, public works, and innovative environmental projects.





Vision for the Future:

Whyalla will be a vibrant, attractive city offering the community a diverse range of sustainable economic, social, environmental and cultural opportunities.

Our Vision for growth is driven by four key themes of focus for the City of Whyalla;

Our People

Provide a range of services and facilities which promote a safe and engaged community, which is healthy, culturally and socially rich.



Our Places

Protect our natural environment and enhance our built environment to ensure the environmental, social, physical and economic needs of the city are met.



Our Economy

Whyalla has a diverse and sustainable economy.



Our Image

Whyalla is well-respected and recognised as a community of strength, whose people have a bright, positive and sustainable future.



REGIONAL CHARACTERISTICS



Size = 107,161 hectares
(1,071 square kms)



GRP = \$1.16 billion



Number of local businesses = 673



Local Jobs = 8,783

DEMOGRAPHIC SNAPSHOT



Population = 21,828



Children aged 0-14 years = 19.2%



People aged 65 years & over = 17.1%

EMPLOYMENT COMPOSITION



Manufacturing = 1,611



Health Care & Social Assistance = 1,274



Retail Trade = 888



Education & Training = 835



Accommodation & Food Services = 603



Construction = 613



Transport, Postal and Warehousing = 350



Administrative & Support Services = 350



Other Services = 278

KEY SOCIO-DEMOGRAPHIC CHARACTERISTICS



Median age = 40



Male / Female = 49.9% / 50.1%



Families = 5,525



Average People per household = 2.2



Median weekly household income = \$982



Median monthly mortgage repayments = \$1,213



Median weekly rent = \$178



Dwelling internet connection = 71.5%

SECTOR STRENGTHS

In 2018/19 the three largest industries in the Whyalla District included:

- ◆ Mining (\$247 million or 28.7%)
- ◆ Manufacturing (\$121 million or 14.1%)
- ◆ Health Care and Social Assistance (\$91 million or 10.6%)



In combination, these three industries accounted for:
\$459 million or 53.5%
of the total economic value added by industry to the district.

The main contributors to the region include;

- ◆ The Whyalla Steelworks operations producing a range of steel and iron products.
- ◆ Santos producing crude oil and LPG.
- ◆ Industrial fabrication.
- ◆ Commercial salt production; Olsson's Salt.
- ◆ National contractors to heavy and engineering industries.
- ◆ Tourism, a growing industry already generating millions of dollars annually.
- ◆ BASF Australia Ltd. Betatene, producing pro-vitamin A, beta-carotene along with other naturally occurring mixed carotenoids from the algae *dunaliella salina* harvested in Whyalla.
- ◆ Retail with many recognisable brands and boutique stores.
- ◆ Education and training.
- ◆ Health services.
- ◆ Solar Farms.

EMERGING OPPORTUNITIES

The Whyalla District is supported by a number of key industry sectors who play a large part in growing the local economy. The area is also experiencing growth across a range of emerging industries and some game changing infrastructure projects that are providing exciting opportunities for potential investors in the region. The Whyalla City Council in conjunction with the State Government of South Australia and local industry are continuing to invest significantly across a range of projects including; GFG's Whyalla Port, The Whyalla Airport, Bennett and Memorial Oval Redevelopments, GFG's Cultana Solar Farm development, Federal Government upgrade to Ferretti International's local Steel operations and a proposed multi-million dollar foreshore hotel development.

Whyalla Major Projects 2020-2021



Project	Developer	Estimated Development Value
Adani Sola Farm	Adani	\$195,000,000.00
Foreshore Motor Inn	Thrive Construct	\$100,000,000.00
Redevelopment New Water Storage Dam	OneSteel Manufacturing	\$1,883,000.00
Port Bonython Jetty Upgrade and Hydrogen Facility	Department of Energy and Mining	\$37,000,000.00
Rolling Mill	OneSteel Manufacturing	\$585,000,000.00
Senior School	Education Department	\$100,000,000.00
Simec Solar Farm	Simec Energy (Zen)	\$350,000,000.00
Steel Processing and Galvanising Facility	Ferretti Internatioal Ottoway Pty Ltd	\$12,100,000.00
Supermarket	Aldi Stores	\$5,200,000.00

TOTAL \$1,386,183,000.00

With nearly **\$1.4Billion dollars** already earmarked for development projects in and around Whyalla over the short-term, a significant flow-on effect is expected to deliver additional economic growth across a diverse range of sectors, setting the foundations for a sustainable and diverse local economy.

Business productivity in the Whyalla District has already experienced steady growth in a number of key industries outside the “big three” including;

- ◆ Health Care and Social Assistance (+\$18 million)
- ◆ Wholesale Trade (+\$10 million)
- ◆ Electricity, Gas, Water and Waste Services (+\$8 million)
- ◆ Education and Training (+\$4 million)



Manufacturing & Mining Industries

Manufacturing, steel production and resource processing is the largest industry sector in Whyalla and the Upper Spencer Gulf region. These sectors alone contribute approximately \$368 million p.a. to the State's gross regional product and represent 27% of total employment in the Whyalla District.



In recent years steel making with OneSteel-Arrium at Whyalla has increased significantly from 460 thousand tonnes to a rate of 1.1 million tonnes per annum. The sector employs 3,331 people accounting for 13.5% of regional employment.

The establishment of a fuel storage/distribution infrastructure (Mitsubishi) in Port Bonython has also created a fuel supply gateway for the northern and western regions.

The growth of the mining sector and renewable energy projects in the Whyalla District will also generate employment and potential benefits for investors well as the regional economy.

Resources & Industries

The 1980's saw the beginnings of industrialisation between Weeroona Bay and Point Lowly when the SANTOS Port Bonython fractionation facility was established (November 1983) for the export of gas and petroleum products from the Cooper Basin.



Land adjoining the project area is now zoned for industrial development. Current projects include a Diesel fuel supply terminal to support mining and agriculture and a World-leading \$240 million hydrogen project launched, supported by \$37 million upgrade to Pt Bonython jetty.

Hydrogen, Solar and Renewable Energy

Whyalla's; Port Bonython has recently been selected as the hub for a new \$240million renewable hydrogen project with investment from hydrogen company H2U and supported by the State Government of South Australia.



This commitment further positions South Australia as a world leader in renewable energy, boosting local jobs and increasing significant investment in upgrades for the region.

As one of Australia's key centres for steel production, the growth of Whyalla's green hydrogen capabilities will continue to attract interest and investment to the region. GFG Alliance has also committed over \$1billion dollars in renewable energy with new solar and storage facilities including the 280MW Cultana solar plant recently completed, further supporting plans to turn the region into an internationally competitive "green steel" hub.

Coastal Water Zones and Aquaculture

Large scale aquaculture pens for the farming of Yellow Tailed (Hiramasu) Kingfish were established in Fitzgerald Bay by Southern Star Aquaculture and SA Aquaculture Management Pty Ltd during the late 1990's and operated there until 2010. Fish were sold in both domestic and international markets.



During 2006 SA Aquaculture Management Pty Ltd was acquired by Clean Seas Tuna Limited.

Aquaculture leases are still held by Clean Seas and the company is reconsidering re-establishment of operations at Fitzgerald Bay.

Australian Giant Cuttlefish

Point Lowly is internationally renowned for the annual migration of Australian Giant Cuttlefish – Sepia Apama – that aggregate in the area for spawning. The Whyalla cuttlefish have become a global phenomenon, with scientists, recreational divers, snorkelers and photographers documenting their mating displays and behaviours.

Many people go snorkelling and scuba diving from Black Point to observe the cuttlefish at close quarters. Here visitors will find interpretive signage and a stairway to the rocky beach. Additional investment into nearby facilities, infrastructure and a visitor experience are being further developed as part of a Cuttlefish Interpretive Centre for Whyalla.

Over the 4-month season in 2020 (mid-May through to mid-August) it is estimated that in excess of 6,000 people entered the water with the Cuttlefish. Targeted social



media and marketing has increased followers, activity and engagement with this unique experience and other local attractions in the surrounding area.

Ongoing investment in the area will help to establish the Cuttlefish Coast as a year-round destination, valued for its diverse environment and the recreation and lifestyle experiences. A wide range of outdoor activities will be accommodated, maintaining the value of the existing natural, cultural and environmental assets, whilst adding value to the local economy.

Live, Work, Invest in Whyalla



People, Services and Lifestyle

Whyalla is the region's biggest city and is an important retail hub for smaller neighbouring communities. A friendly city famous for its captivating cuttlefish,

With a history rich in mining and maritime industry, Whyalla also has a range of interesting museums and artefacts to showcase the history of the region.

Events and Recreation Activities

Whyalla has something for every age and stage; markets, sports carnivals, motor sports of every description, dance classes and live music. Rub shoulders with locals and have some fun. No matter what the time of year chances are there is something on the Whyalla events calendar that will entertain, thrill or involve you.



steelworks, mining and industry; the district is serviced by a variety of regional shops and national retailers located in the city. Over 300 days of sunshine per annum gives local residents an enviable lifestyle and visitors a great time. With natural wonders, spectacular vistas and beaches, unique one-of-a-kind experiences and great services, Whyalla has a lot to love.

Whyalla is also well served by numerous parks, beaches and walking trails designed to educate, relax and inform.



TOURISM SNAPSHOT – WHYALLA DISTRICT



104,000
AVERAGE ANNUAL
OVERNIGHT VISITORS



TOTAL
VISITORS
171,000



TOURISM
EXPENDITURE
\$77MIL



DOMESTIC VISITOR NIGHTS

- 2019/20 = 281,411
(COVID-19)
- 2018/19 = 463,695

NB: Whyalla Jetty < 30,000
visits in the first 2 months



TOURISM EXPENDITURE

- 2019/20 = \$55,850,264
- 2018/19 = \$51,229,667

September 2020 - Visitor Local Spend = \$6.8M
A 28.4% Increase on same time last year.
(Spendmapp)



INTERNATIONAL VISITOR NIGHTS

- 5-year average
= 30,709

TOURISM & HOSPITALITY SALES

2018/19 = \$42.1m

TOURISM & HOSPITALITY VALUE ADDED

2018/19 = \$22.9m

Tourism

Tourism is a growing industry with considerable growth potential for Whyalla. Unique nature-based experiences and events and the coastal and outback environments are the key attractions along with industrial tourism. Visitors can learn and experience Whyalla's history and industrial background through museums and tours. Sport tourism is also an emerging industry for Whyalla, with the various sporting codes looking to capitalise on the world class recreational grounds the City has to offer. Whyalla has also recently completed its world-class Jetty that continues to attract national attention with over 30,000 visits in the first 2-months of opening.



Education

The Whyalla region is well served by a wide selection of quality childcare, preparatory, primary and secondary schools and construction of the State Government's new \$100million dollar High School has already commenced. This will provide a state-of-the-art facility for local youth and further strengthen the delivery of quality educational outcomes for the region.

Whyalla boasts the only non-Adelaide based university campus in the state; with the highly respected University of South Australia. The university of Adelaide also operates a successful Rural Clinical School offering placements for medical students and there is a comprehensive vocational education offering through the Spencer Institute of TAFE.



Housing

Whyalla has a relaxed “sea-side” lifestyle and off ers every kind of home, from urban apartments to heritage and modern new builds.

AVERAGE /MEDIAN HOUSE PRICES 2020:

- ◆ Whyalla House Median\$323,000
- ◆ Adelaide House Median\$442,691
- ◆ Melbourne House Median\$689,09
- ◆ Melbourne House Median\$689,09
- ◆ Adelaide House Rental Median 390/week
- ◆ Melbourne House Rental Median\$430/week

RENT PRICE COMPARISON:

Whyalla
\$xxx - \$xxx

Adelaide
\$xxx - \$xxx

Melbourne
\$xxx - \$xxx

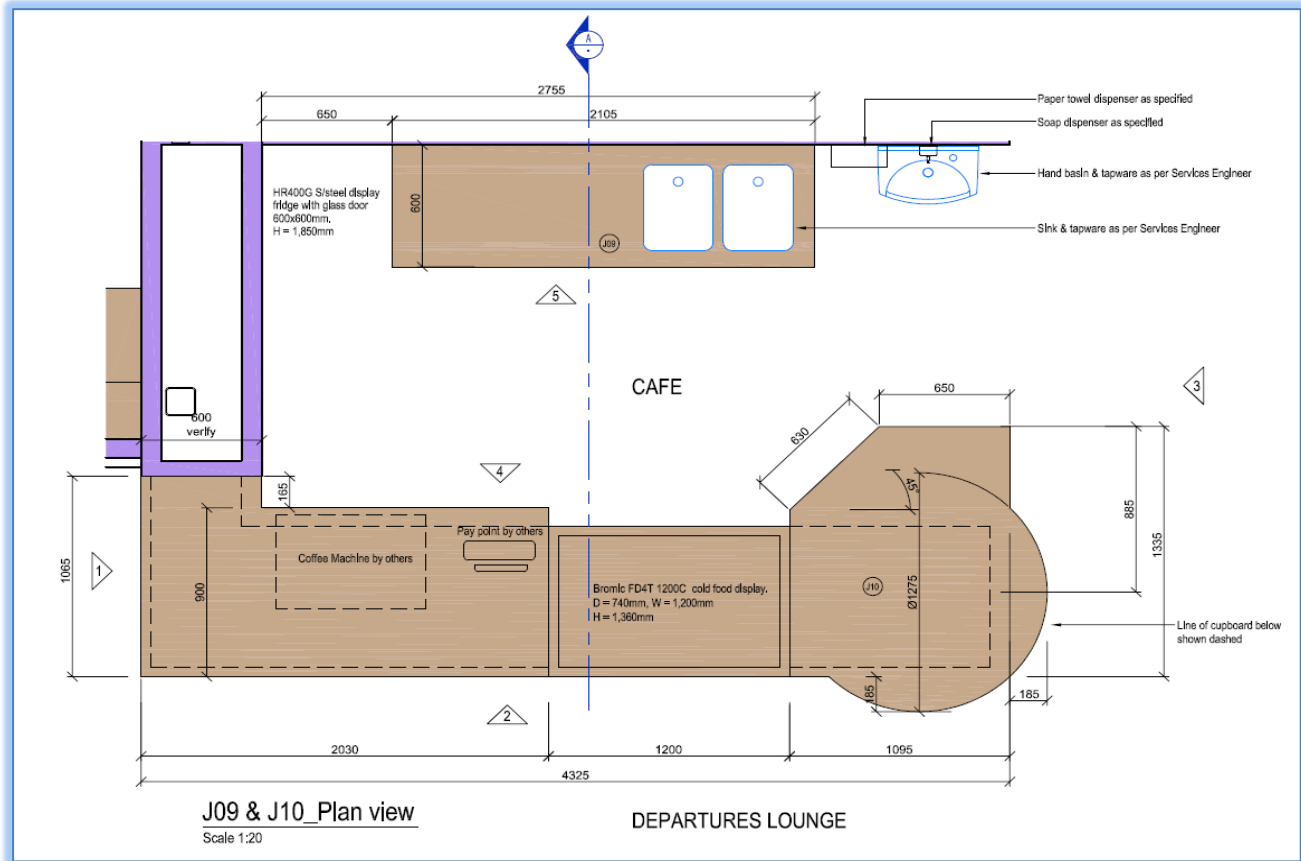
Commercial Property

There are a diverse range of commercial property opportunities in Whyalla with ongoing support from Council’s Economic Development Team providing a range of services and assistance for new and existing businesses in the area.

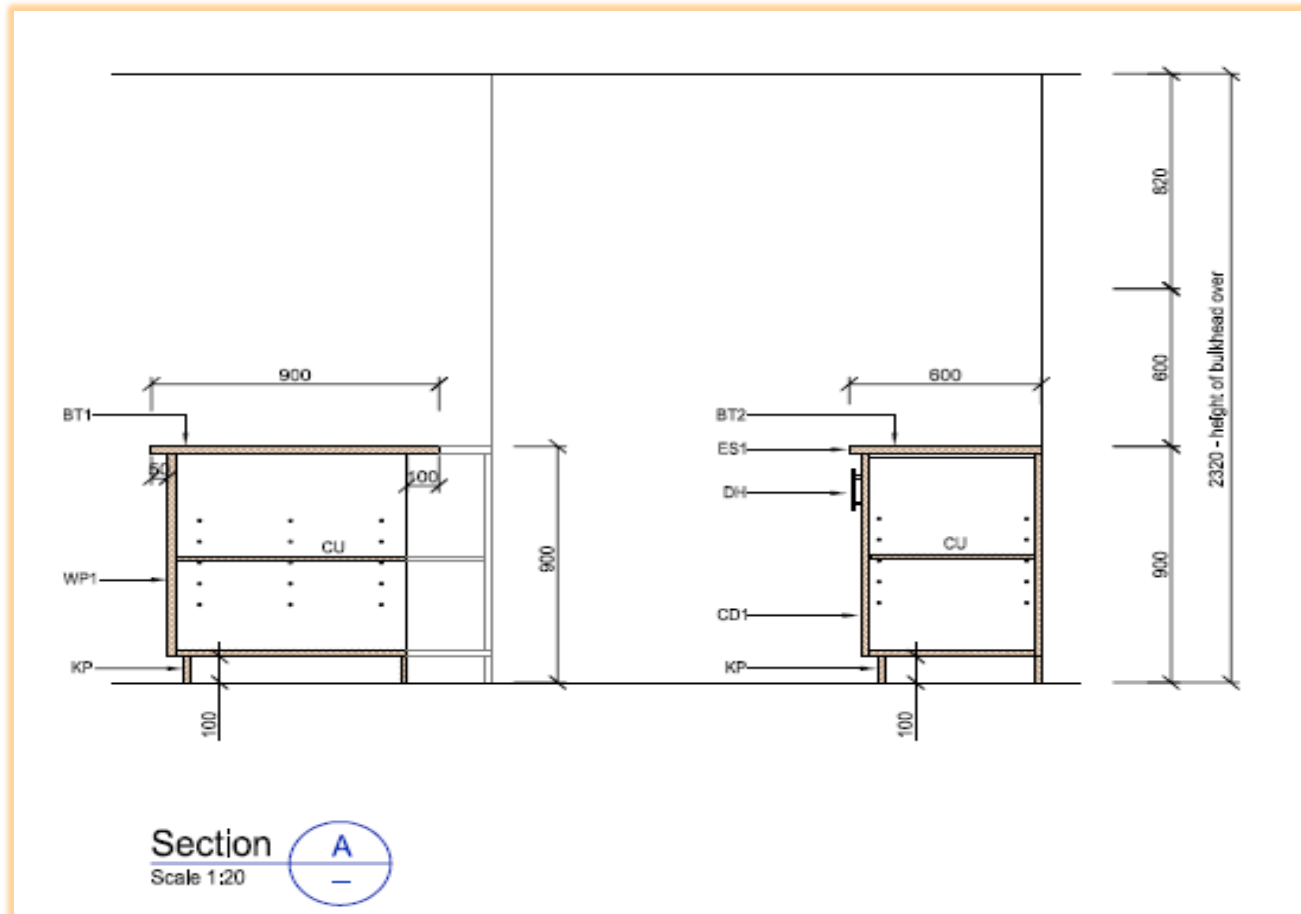


APPENDIX 2 - AIRPORT UPGRADE

CAFÉ LAYOUT/DIMENSIONS:



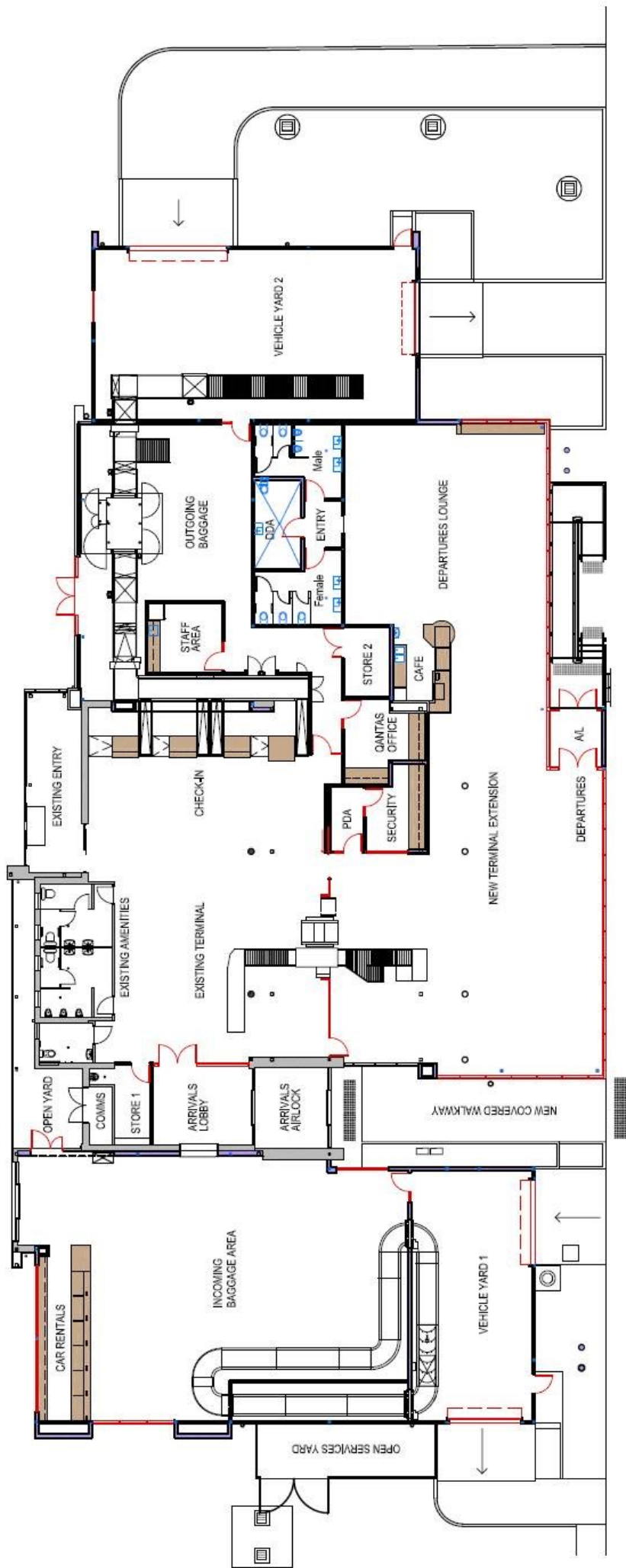
CABINETRY DIMENSIONS:



ARTISTIC IMPRESSIONS OF TERMINAL BUILDING SHOWING CAFÉ AREA:



UPGRADED AIRPORT LAYOUT



REVISED LAYOUT

APPENDIX 4 - PRE COVID-19 PANDEMIC FLIGHT SCHEDULE (FOR PRICING PURPOSES):

PRE COVID FLIGHT SCHEDULE FOR PRICING

WHYALLA / ADELAIDE AIRLINE SCHEDULES

WHYALLA to ADELAIDE



(Effective Monday 28 October 2019)

Airline	AM	PM	Flight No.	Depart	Arrive	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.
<i>Regional Express</i>	✈		ZL4513	8:00am	8:50am	✓	✓	✓	✓			
<i>Regional Express</i>	✈		ZL4517	8:30am	9:20am					✓		
<i>QANTASLINK</i>	✈		QF2072	9:30am	10:20am	✓	✓	✓	✓	✓	✓	
<i>Regional Express</i>	✈		ZL4519	10:30am	11:20am	✓	✓	✓	✓		✓	
<i>Regional Express</i>		✈	ZL4523	12:40pm	1:30pm	✓	✓			✓		✓
<i>Regional Express</i>		✈	ZL4535	3:10pm	4:00pm			✓	✓	✓		
<i>QANTASLINK</i>		✈	QF2074	3:20pm	4:05pm				✓	✓		✓
<i>Regional Express</i>		✈	ZL4537	5:10pm	6:00pm	✓	✓	✓	✓	✓		
<i>QANTASLINK</i>		✈	QF2070	5:30pm	6:15pm	✓	✓	✓	✓	✓		✓
<i>Regional Express</i>		✈	ZL4539	7:10pm	8:00pm	✓	✓	✓	✓	✓		✓

ADELAIDE to WHYALLA

Airline	AM	PM	Flight No.	Depart	Arrive	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.
<i>Regional Express</i>	✈		ZL4512	6:50am	7:40am	✓	✓	✓	✓			
<i>Regional Express</i>	✈		ZL4516	7:20am	8:10am					✓		
<i>QANTASLINK</i>	✈		QF2071	8:20am	9:10am	✓	✓	✓	✓	✓	✓	
<i>Regional Express</i>	✈		ZL4518	9:20am	10:10am	✓	✓	✓	✓		✓	
<i>Regional Express</i>	✈		ZL4522	11:30am	12:20pm	✓	✓			✓		✓
<i>Regional Express</i>		✈	ZL4534	2:00pm	2:50pm			✓	✓	✓		
<i>QANTASLINK</i>		✈	QF2073	2:10pm	3:00pm				✓	✓		✓
<i>Regional Express</i>		✈	ZL4536	4:00pm	4:50pm	✓	✓	✓	✓	✓		
<i>QANTASLINK</i>		✈	QF2069	4:20pm	5:10pm	✓	✓	✓	✓	✓		✓
<i>Regional Express</i>		✈	ZL4538	6:00pm	6:50pm	✓	✓	✓	✓	✓		✓

Note/s: Schedules are subject to change without notice.

Flight schedules over the Christmas/January Holiday period and other public holidays may vary.

Reservations can be made by calling: **Whyalla Travel & Cruise**; 08-8645-8888, or email; info@whyallatravelandcruise.com.au

Whyalla Travel & Cruise is an independent franchise of the Traveller's Choice group of agencies.

APPENDIX 5 - FLIGHT SCHEDULE – AS AT 1 JULY 2021 (FOR INFORMATION RE CURRENT FLIGHTS - BUT SUBJECT TO CHANGE)

REX & QANTASLINK

FLIGHT SCHEDULE FOR WHYALLA

<<<<Please note: this timetable is current from 1st JULY 2021 until further notice>>>>

WHYALLA to ADELAIDE	Flight No.	DEPART WHYALLA WYA	ARRIVE ADELAIDE ADL	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
 QANTASLINK	QF2072	7:15AM	8:05AM							
 rex.	ZL4513	8:00AM	8:50AM							
 rex.	ZL4519	10:30AM	11:20AM							
 QANTASLINK	QF2070	1:05PM	1:55PM							
 rex.	ZL4537	5:10PM	6:00PM							
 QANTASLINK	QF2070	5:40PM	6:30PM							
 rex.	ZL4539	7:10PM	8:00PM							

ADELAIDE to WHYALLA	Flight No.	DEPART ADELAIDE ADL	ARRIVE WHYALLA WYA	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
 QANTASLINK	QF2071	6:05AM	6:55AM							
 rex.	ZL4512	6:50AM	7:40AM							
 rex.	ZL4518	9:20AM	10:10AM							
 QANTASLINK	QF2069	11:55PM	12:45PM							
 rex.	ZL4536	4:00PM	4:50PM							
 QANTASLINK	QF2069	4:30PM	5:20PM							
 rex.	ZL4538	6:00PM	6:50PM							

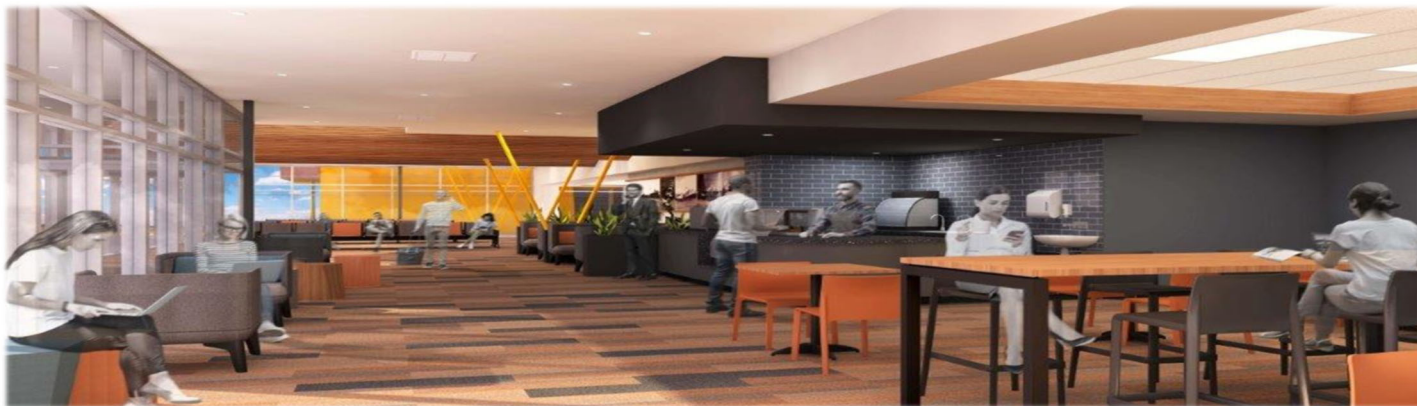
**** These Flight schedules are SUBJECT TO CHANGE at short notice, during the COVID pandemic ****
Additional ADHOC flights and/or flight timing changes are possible during this time, please check for the latest advise.

Reservations can be made by calling: **Whyalla Travel & Cruise**

08-8645-8888, or email; info@whyallatravelandcruise.com.au

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EXPRESSION OF INTEREST FORM

Whyalla Airport Café

Persons who are interested in this lease opportunity should complete this form and email to council@whyalla.sa.gov.au by 5:00pm on Friday 27 August 2021.

Person(s) registering interest in this lease opportunity:

Name:	
Address:	
Phone:	
Email	
Postal address:	

Company details if applicable:

Company Name:	
ACN:	
Company Address:	
Company Directors:	
Phone:	
Email:	



REGISTRATION OF INTEREST FORM

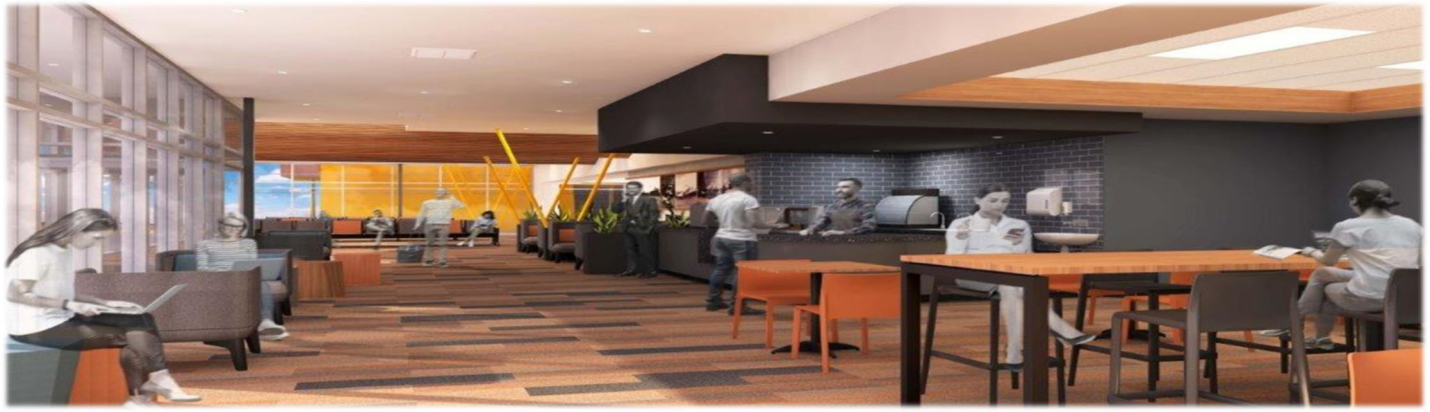
Whyalla Airport Café

Solicitors details if applicable:

Name:	
Company Name:	
Address:	
Phone:	
Email:	

Terms:

Proposed Annual Lease Fee:	\$
Proposed Lease Term:	
Deposit	\$
Proposed Lease Commencement Date:	
Special Conditions Required (if any)	



REGISTRATION OF INTEREST FORM

Whyalla Airport Café

Operations:

Proposed opening hours:	
Proposed offering: – Food – Beverages – Other items	
Will you be required to have a liquor license?	
Expecting staffing levels:	
Relevant Experience: – Including other Whyalla operations	

Signed:	
Print Name(s)	
Date:	

Form R7

Warning notice

Financial and investment advice

Land and Business (Sale and Conveyancing) Act 1994 section 24B

Land and Business (Sale and Conveyancing) Regulations 2010 regulation 21

A land agent or sales representative who provides financial or investment advice to you in connection with the sale or purchase of land or a business is obliged to tell you the following —

You should assess the suitability of any purchase of the land or business in light of your own needs and circumstances by seeking independent financial and legal advice.

NOTE: For the purposes of section 24B of the Act, an agent or sales representative who provides financial or investment advice to a person in connection with the sale or purchase of land or a business must

- in the case of oral advice - immediately before giving the advice, give the person warning of the matters set out in this Form orally, prefaced by the words "**I am legally required to give you this warning**"; or
- in the case of written advice - at the same time as giving the advice or as soon as reasonably practicable after giving the advice, give the person this Form, printed or typewritten in not smaller than 12-point type.