



Department of
**Primary Industries and
Regional Development**

Regional Telecommunications Project

Surf Beaches Mobile Coverage
Grants Program

Guidelines

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1 Definitions

Department means the Department of Primary Industries and Regional Development.

4G means the fourth-generation mobile telecommunications service.

Minister means the Government of Western Australia's Minister for Regional Development.

Parks means Conservation/National/Regional and Nature Reserve defined under the *Conservation and Land Management Act 1984*.

Network means the network infrastructure and related support systems that will be built as part of a Project.

Panel means an assessment panel established to evaluate all the Proposals against the eligibility and assessable criteria detailed in Sections 3.1 and 3.2.

Project means a Proposal that has been accepted by the State for funding under this Program. It includes network infrastructure and related support systems that will be developed by its Proponent.

Program means the State's Surf Beaches Mobile Coverage Grants Program.

Proponent means the entity or consortium that has submitted a Proposal to the State for funding consideration under this Program.

Proposal means all documentation submitted by a Proponent to the State for funding consideration under this Program. The documentation includes network infrastructure and related support systems that could be funded by the State.

Site(s) means the surf beaches locations in regional Western Australia as shown in Table 1.

State means the Government of Western Australia.

2 Background

Following the fatal shark attack off near Cull Island in Esperance in 2020, the Department initiated work to identify popular surf beaches that would benefit from enhanced mobile coverage which would assist responders in their search operations and for the benefit of the local community generally.

Following engagement with Suring WA, the Department of Biodiversity, Conservation and Attractions (DBCA) and other stakeholders the Department has identified 18 sites as shown in Figure 1 and Table 1 that require improvements in mobile connectivity.

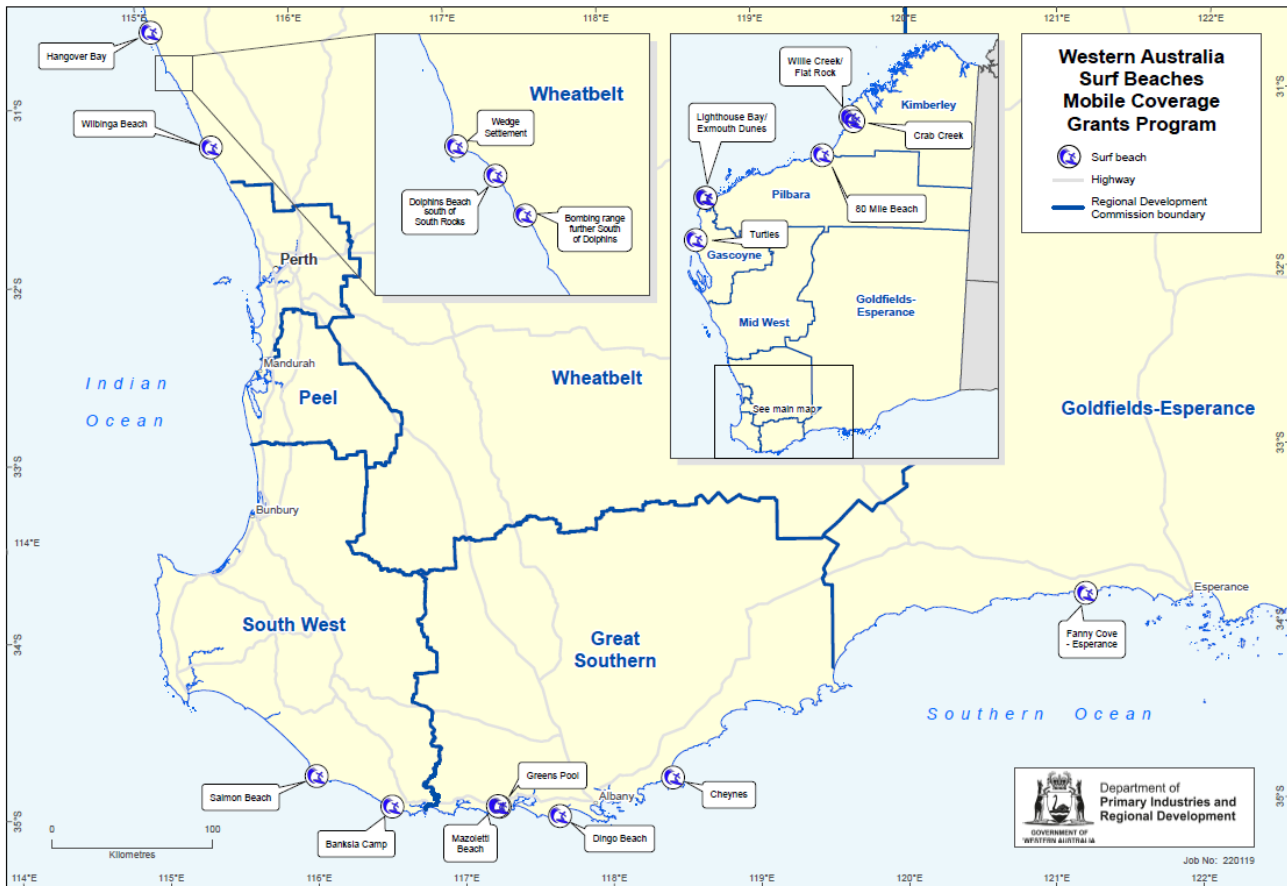


Figure 1 - Proposed Sites requiring improved mobile coverage

3 Surf Beaches Mobile Coverage Grants Program

Funding of up to **\$1 million** is available from the State’s Regional Telecommunications Project (RTP) for the Program.

The Program will prioritise proposals that provide the widest coverage for the sites with fit-for-purpose and innovative mobile technologies. The Department has set out suggested solutions to address the gaps in service, however, alternative solutions can also be submitted.

A listing of sites requiring improved mobile coverage is shown in Table 1 below:

Table 1 - Proposed Sites

	Sites/Surf Beaches	Latitude	Longitude	Region	Suggested solution
1	Exmouth Dunes Surf Beach	-21.8013	114.1391	Gascoyne	Small cell solution
2	Lighthouse Bay	-21.8033	114.1235	Gascoyne	Cel-Fi repeater
3	Turtles (between Red Bluff and 3 Mile)	-23.9447	113.4686	Gascoyne	Small cell solution
4	Fanny Cove - Esperance	-33.8561	121.1925	Goldfields Esperance	Cel-Fi repeater
5	Cheynes	-34.88	118.41	Great Southern	Cel-Fi repeater
6	Dingo Beach	-35.0846	117.6416	Great Southern	Cel-Fi repeater

	Sites/Surf Beaches	Latitude	Longitude	Region	Suggested solution
7	Greens Pool	-35.0229	117.2356	Great Southern	Cel-Fi repeater
8	Mazzoletti Beach	-35.0197	117.2249	Great Southern	Cel-Fi repeater
9	Crab Creek area (Yawuru Birragun Conservation Park) immediately West of Broome on Roebuck Bay	-17.9887	122.3706	Kimberley	Cel-Fi repeater
10	Willie Creek area / Flat Rock (Yawuru Minyirr Buru Conservation Park)	-17.7682	122.2148	Kimberley	Small cell solution
11	80 Mile Beach Caravan Park	-19.7557	120.6721	Kimberley	Cel-Fi repeater
12	Banksia Camp	-35.0044	116.5118	South West	Small cell solution
13	Salmon Beach	-34.8170	116.0083	South West	Small cell solution
14	Bombing range further South of Dolphins	-30.8725	115.2506	Wheatbelt	Expected coverage from the Wedge small cell solution
15	Dolphins Beach south of South Rocks	-30.8418	115.2261	Wheatbelt	Expected coverage from the Wedge small cell solution
16	Hangover Bay	-30.5995	115.1020	Wheatbelt	Small cell solution
17	Wedge near Wedge Settlement	-30.8184	115.193	Wheatbelt	Small cell solution
18	Wilbinga Beach / Wilbinga Shacks	-31.2602	115.5658	Wheatbelt	Small cell solution

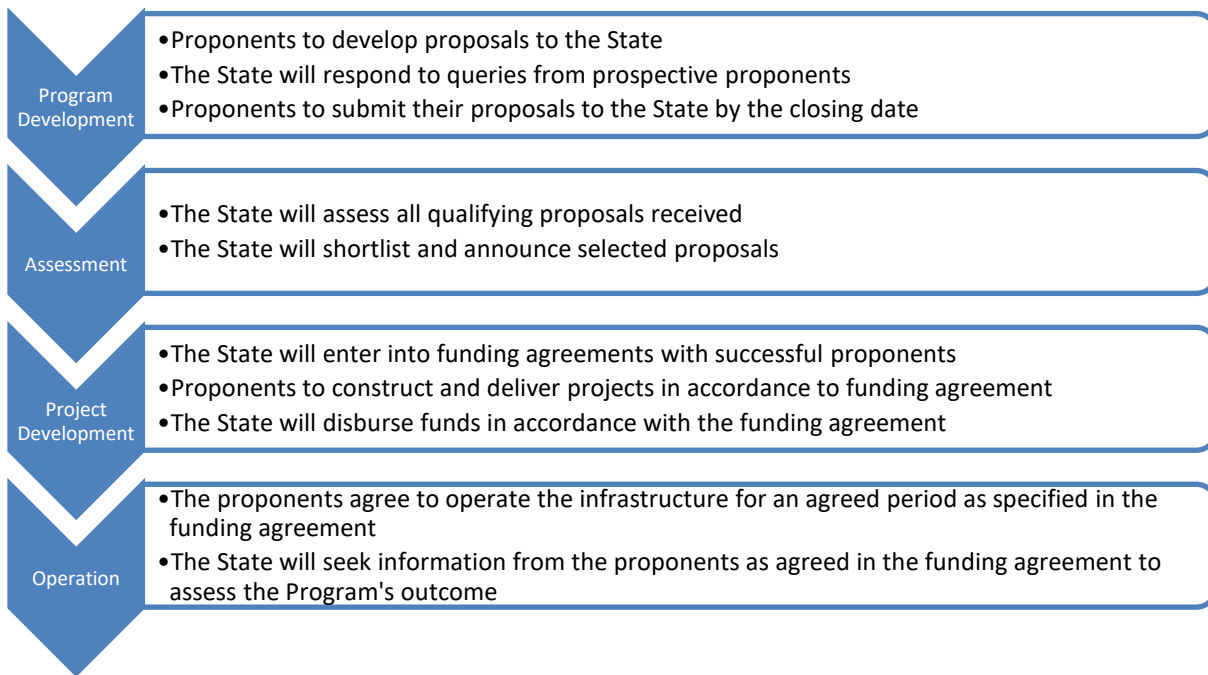
Noting that sites are located within parks, proposals should provide the least amount of infrastructure, preferably on existing developed or disturbed sites (e.g. car park, water towers, Beach Emergency Number (BEN)/Shark Warning Signs, toilet buildings, existing mobile towers etc.) to minimise the impacts of visual amenities. Augmentation and upgrade of existing mobile towers not within the site coordinates is acceptable if proposals address improved mobile coverage for the sites. It is the responsibility of the proponent to obtain the required and relevant approvals for the proposals.

Proponents are advised to engage with land management authorities e.g., DBCA and/or Local Government Authorities. In this regard, the Department can assist with the provision of information and contact details of key stakeholders.

3.1 Program Stages

The Program will be delivered in four stages. From the proponent's perspective, the stages will progress as shown in Table 2 below:

Table 2 - Program Stages



Each proposal must demonstrate its eligibility against all the criteria listed in section 3.2.1. Failure to demonstrate against any eligibility criteria will result in its disqualification and thus its progression to the assessment stage detailed in section 3.2.

An assessment panel will evaluate all the proposals against the eligibility and assessable criteria detailed in sections 3.2.1 and 3.3.1.

3.2 The Program Development Stage

The Department recommends that proponents engage closely with stakeholders while preparing a proposal. A proposal can have multiple proponents as long as its key proponent is a [Licensed Carrier](#) under the [Telecommunications Act 1997 \(Cth\)](#). A Licensed Carrier is authorised under this Act to provide carriage services to the public. However, proponents without a Carrier License will be considered for the Cel-Fi repeater proposals only.

Applications from proponent's holding only a *Nominated Carrier Declaration* will **not** be accepted.

Proposals must detail how the project will provide improved mobile coverage to the sites, including providing the Department with detailed solution and proposed coverage maps.

As the land terrain may pose challenges to cover the entire stretch for the Sites, proposals shall address the mobile connectivity issues so as to provide the widest possible coverage.

3.2.1 Eligibility Criteria

Proposals must satisfy all eligibility criteria to qualify for funding.

The State is looking to award grants for the sites and will evaluate the submissions under these following eligibility criteria

Criteria	Details
<i>Minimum technical and performance standards</i>	E 1.1 At a minimum the solutions in a proposal/network must enable any mobile phone user to call '000' for emergency purposes at any of the site locations as shown in Figure 1.

Criteria	Details	
Coverage	E 1.2	The proponent must hold a valid Carrier Licence under the Telecommunications Act 1997 (Cth) , and thereby be authorised by the Australian Communications and Media Authority (ACMA) to provide carriage services to the public. (Note: this condition is <i>not</i> satisfied by a <i>Nominated Carrier Declaration</i>). Proponents without a Carrier License will be considered for the Cel-Fi repeater proposals only.
	E 2.1	Proposals must address the requirement of providing improved mobile coverage for all sites as shown in Figure 1.
	E 2.2	Proposals shall address the mobile connectivity issues so as to provide the widest possible coverage for the sites.
Minimum operational viability	E 3.1	The infrastructure to be built and owned by the proponent must be maintained for a minimum period of five (5) years from the date of completion.

3.2.2 What the State will fund

State funding under the Program will be available for capital costs for improving mobile connectivity to the sites. Capital costs may include infrastructure, engineering design, site acquisition, power/solar/battery connection, construction, equipment, regulatory approval costs and related one-off expenses, including costs for labour.

3.2.3 What the State will not fund

State funding cannot be used for:

- Any network components for Internet of Things (IoT) devices.
- Ongoing operational, maintenance, repairs or upgrades of the network infrastructure.
- Feasibility studies, cost benefit analyses, impact studies, marketing plans, environmental assessments and research or compliance costs.
- Project management, operations or staff-related expenses, except during the construction stage.
- Any costs incurred in connection with preparing and submitting an application for funding under the Program, providing or considering additional information sought by the panel or undertaking any discussions or negotiations with the Department.
- Retrospective funding, where projects have been completed or commenced construction prior to the date of notification of a successful application for funding under the Program.

3.2.4 Co-contributions

Due to the location of sites and the need to improve the safety of beach users, there is no requirement for co-contribution. However, the Department would welcome any proponent and/or third party financial and in-kind co-contributions to the Program.

Examples of in-kind contributions could include a commitment for complementary access to existing infrastructure, identifying a suitable site for infrastructure placement, civil works required to access a site, assistance with connecting power, or facilitating access to existing infrastructure.

Where a value is assigned to an in-kind co-contribution, details of the methodology used to calculate the valuation must be provided in the proposal.

The Department may independently verify proponent proposal cost claims as part of its due diligence. As such, please note that the Department may contact third parties detailed in the proposal.

The proponent is responsible for securing all commitments from third parties. If a proposal includes third party co-contributions, the proponent is liable to cover any shortfall, should a third-party co-contribution not proceed.

3.2.5 How to apply

Proposals are being accepted via <https://agric.smartygrants.com.au/surf-beaches-mobile-coverage-grants-program>

No other forms of submission are permitted.

3.2.6 Closing date

The closing date for submission of proposals is: **5 December 2022 at 5.00pm (AWST)**. Proposals will not be accepted beyond the closing date.

3.3 The Assessment Stage

Proposals appraised to have met all eligibility criteria detailed in section 3.1.1 will be assessed based on the assessable criteria as detailed in section 3.2.1.

Assessments will be made regarding the proposed technical specifications, technical capability, experience, value for money and risk profiles of all eligible proposals and their proponents.

Eligible proposals will be assessed by a panel that will consider the relative merits of each proposal and make recommendations to the Department. The panel may, at its absolute discretion, request additional information to assist its evaluation of a proposal. The Minister will provide final approval and may choose, in her absolute discretion, to reject, without liability, any or all proposals submitted.

Unsuccessful proponents will be able to seek feedback from the Department on their proposal, however, the decision of the Minister is final and cannot be appealed.

3.3.1 Assessable Criteria

Proposals will be assessed according to these assessable criteria, which generally reflect the eligibility criteria detailed in section 3.2.1.

Criteria	Details
<i>Minimum technical and performance standards</i>	<p>A 1.1 The proponent must provide a detailed description of the design approach, processes, internal and external expertise to ensure the network is reliable and viable over the intended asset lifecycle.</p> <p>For each proposed solution, the proponent must provide technical designs of the proposed infrastructure (e.g. Cel-Fi repeaters, satellite/radio small cell, etc.), including proposed manufacturer(s) of equipment, spectrum utilised (e.g. 4G, 5.8GHz Class Licensed; 11GHz licensed, etc.)</p> <p>The proponent must provide a clear description of any interconnect requirements including interconnect points and backhaul requirements.</p>

Criteria	Details	
<i>Coverage</i>	A 1.2	Service specifications of the proposal – proponents must detail the quality (download and upload speeds and reliability) and number of expected connections.
	A 1.3	The proponent must detail the security arrangements to achieve, maintain and consistently satisfy physical infrastructure (e.g. fencing) and data security requirements and standards.
	A 1.4	The proponent must detail type of power supply, backup power and its availability (e.g. solar panels, main power etc.).
	A 2.1	The proponent must provide coverage map in soft copy and in Google Earth KML or KMZ formats which describes the components of the proposed solution, along with approximate locations and coverage of towers for new handheld and external antenna coverage.
	A 2.2	Total coverage (in square metres/kilometres)
<i>Co-investment</i>	A 3.1	Amount of proponent co-contribution (in cash or value-in-kind). Although not a requirement, proponent co-contribution is encouraged. Please see section 3.2.4.
	A 3.2	Amount of State grant funding requested. The proponent is to include the funding breakdown (e.g. State grant funding, co-contribution etc.) if applicable.
<i>Demonstrate broad social and economic benefits for the wider community</i>	A 4.1	How will your project build the capability of local suppliers, or allow regional businesses to provide their services for the project?
	A 4.2	How will your project increase regional employment and regional business participation through subcontractors, suppliers, apprenticeships and traineeships?
<i>Visual Amenity</i>	A 5.1	Sites located within parks requires that the proposal must address the visual landscape amenity issues and solutions proposed must blend in with the surrounding environment, and have an acceptable level of impact.
<i>Impact assessment</i>		The proposal must avoid, minimise and manage impacts on parks with the use of existing or disturbed infrastructure sites wherever possible.

3.4 The Project Development Stage

State grants funding will be provided through a Financial Assistance Agreement (FAA) that the Department will negotiate with each successful proponent on the State's behalf.

Proponents are required to demonstrate progress in delivering their projects in return for the State's progressive disbursement of grants.

3.4.1 Financial Assistance Agreement

The proponent will be required to execute a FAA with the State to deliver the project.

Where the Department considers appropriate, a phased approach may be adopted for payment of the grant based on agreed milestones. Payment of milestones will be negotiated with successful proponents.

The FAA will include, amongst other things, obligations in relation to reporting, acquittal and audit requirements.

Attached is a copy of a standard FAA which should be used as a reference to the terms and conditions under which the State is prepared to contract with the successful proponent. The Department's standard policy is that the operative part of the FAA is **NOT TO BE AMENDED**, as its subsequent schedules are sufficient to reflect relevant details of the proposal or project without necessitating changes to existing provisions.

The FAA must be signed by both the proponent and the State before the funded activities of the project commence and grant funds become available.

In the event that the FAA cannot be successfully negotiated and agreed between the parties within a reasonable period of time, the Department may, in its absolute discretion, withdraw from negotiations.

For the avoidance of doubt, no legal obligation of any kind will be owed to the proponent, nor will the Department be liable for any direct or indirect loss suffered by the proponent as a consequence of a decision to withdraw.

3.4.2 Approvals, Permits and Regulations

The proponent will be responsible for acquiring relevant approvals and complying with all legislative and regulatory requirements while developing the project or operating the network.

Approvals will be required to locate infrastructure in parks under the *Conservation and Land Management Act 1984* and no legal or other obligation shall rise between a proponent and the State unless and until all necessary approvals and consents have been obtained, including Ministerial approval. There is no obligation on the State to proceed with any proposal should these approvals not be obtained.

The Department is unable to provide advice or recommendations other than for matters under its administration. Please see <https://www.wa.gov.au/service/primary-industries> for further information.

3.5 The Operation Stage

3.5.1 Requirement to operate and maintain

Proponents will be required to manage, operate and maintain all infrastructure and equipment, constructed and installed for a period of five (5) years.

3.5.2 Statistics

Proponents will be asked to provide information at intervals to be specified in the FAA of the funded network on metrics such as the number of connections, data throughput and average contention rates to inform the Department's evaluation and review processes.

3.5.3 Freedom of Information Act

Please note that the Department is subject to the [Freedom of Information Act 1992](#) (WA), which provides a general right of access to records held by State Government agencies and local government authorities.

4 Further Enquiries

If you have further questions regarding the Program, please contact one of our Agricultural Technologies team members on (08) 6552-2119 or (08) 6552-1949 for assistance or email: agtech@dpird.wa.gov.au

5 Disclaimer

Proponents must rely on their own investigations and satisfy themselves in relation to all aspects of the program and all risks, contingencies and other circumstances having an effect on its proposal.

The Department and its respective employees, officers and advisers are not liable for any incorrect or misleading information or failure to disclose information whether in connection with this document, any document attached or related to it or any other information provided to proponents at any stage of the proposal development, assessment and negotiation process.

The program and this document (including any document attached or related to it) may be subject to review or change at any time without notice.