



Department of
Primary Industries and
Regional Development

Protect
Grow
Innovate

Surf Beaches Mobile Coverage Grants Program - Round 2

Guidelines

September 2024

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1. Definitions

4G & 5G mean the fourth-generation and fifth-generation mobile telecommunications service respectively.

Department means the Department of Primary Industries and Regional Development.

Guidelines mean the Surf Beaches Mobile Coverage Grants Program Round 2 Guidelines dated 7 August 2024.

FAA means Funding Assistance Agreement to be executed between the State and the successful Proponent(s).

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

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 3.2.1 and 3.3.1.

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

Program means the Western Australian Government's Surf Beaches Mobile Coverage Grants Program Round 2.

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

Proponent means the entity or consortium that has submitted a Proposal to the Western Australian Government for funding consideration for this Program.

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

Site(s) mean the beaches and locations of significance in regional Western Australia as depicted in **Attachments 1** and **2**.

SBR1 means Surf Beaches Mobile Coverage Grants Program Round 1.

SBR2 means Surf Beaches Mobile Coverage Grants Program Round 2.

State means the Government of Western Australia.

2. Background

The Surf Beaches Mobile Coverage Grants Program is a grants program, funding the delivery of telecommunications infrastructure to regional beaches without or poor mobile coverage. These beaches are heavily frequented by tourists, the local community and visitors for surfing, camping, fishing, picnics, snorkelling and other recreational activities.

Under SBR1, the Western Australian Government awarded \$1.1 million to Powertec Telecommunications Pty Ltd to deliver mobile repeaters at 20 popular surf beaches primarily to enhance the safety of the community and visitors at popular beaches from the Kimberley to the Goldfields-Esperance regions.

Following the funding awarded under SBR1, the Department continued to work towards identifying further popular beaches across regional and remote locations throughout the State. SBR1 received positive reception from stakeholders including Surfing WA, the Department of Biodiversity, Conservation and Attractions (DBCA), the Regional Development Commissions, Shires and the general public.

Stakeholder engagements, and ground truthing efforts undertaken by the Department has led to the identification of a further 35 sites that could benefit from enhancements in mobile connectivity. Details of the proposed sites are shown in **Attachments 1 and 2**.

3. Surf Beaches Mobile Coverage Grants Program Round 2

Funding of up to **\$2 million** is available from the State Agricultural Telecommunications Infrastructure Fund for the Program.

The Program will prioritise proposals that provide the largest coverage for the Sites with fit-for-purpose and innovative digital technologies.

Noting, where Site(s) may be located within parks, proposals should provide the least amount of infrastructure, preferably leveraging on existing developed or disturbed Sites such as car parks, beach toilet/shower blocks, existing mobile towers, and other infrastructure, to minimise the impacts of visual amenities.

Augmentation and upgrade of existing mobile towers not within the Site(s) coordinates is acceptable if proposals address improved mobile coverage for the Site(s).

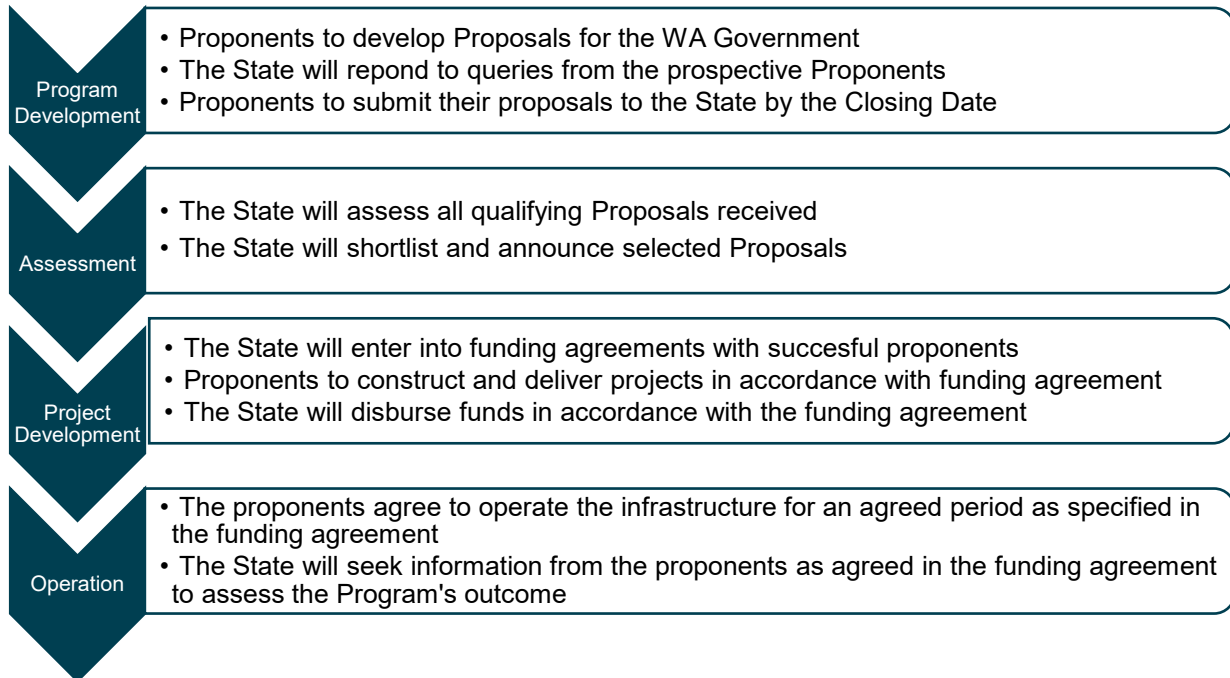
It is the responsibility of the proponent to obtain the required and relevant access, approvals and permits for the proposed Site(s).

Proponents are advised to engage with land management authorities such as DBCA, Traditional Owners and/or Local Government Authorities as early as possible as approvals may be complex and can take considerable time. 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 1 below:

Table 1 - 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 halts its progression to the assessment stage detailed in Section 3.3.

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 Site(s), including providing the Department with detailed solution and specifications to the proposed coverage maps.

As the land terrain may pose challenges to cover the entire stretch for the Site(s), Proposals shall address the mobile connectivity issues to provide the largest 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 site(s) and will evaluate the submissions under these following Eligibility Criteria.

Criteria	Ref	Details
<i>Minimum technical and performance standards</i>	E 1.1	At a minimum to solutions in a Proposal/Network: <ul style="list-style-type: none">• must deliver ‘carrier-grade’ class of product/services which perform with a consistent, high-level quality, reliability and availability.• enable any mobile phone user to call ‘000’ for emergency purposes at any of the site locations as shown in Attachment 1.
	E 1.2	The proponent must hold a valid <u>Licensed Carrier</u> under the <u>Telecommunications Act 1997 (Cth)</u> , and thereby be authorised by the Australian Communications and Media Authority (ACMA) to provide carriage services to the public. (Note: this condition is not satisfied by the <i>Nominated Carrier Declaration</i>). Proponents without a Carrier License will be considered for the Cel-Fi mobile repeaters only.
<i>Coverage</i>	E 2.1	Proposals must address the requirement of providing improved mobile coverage for all Site(s).
	E 2.2	Proposals must address mobile connectivity issues to ensure the largest possible coverage for the Site(s).
<i>Minimum operational viability</i>	E 3.1	The infrastructure to be built and owned by the Proponent must be maintained for the minimum period of five (5) years from the date of completion.

3.2.2 What the WA Government will fund

State funding under the Program will cover capital costs for improving mobile connectivity to the Site(s). 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 WA Government 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 analysis, impact studies, marketing plans, environmental assessments and research or compliance.
- 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, or engaging in discussions/negotiations sought by the Panel or undertaking any discussions or negotiations with the Department.
- Retrospective funding, where the 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 Site(s) and the need to improve the safety of beach users, funding co-contribution is not mandatory. 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 but not limited to:

- 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,
- facilitating access to existing infrastructure.

Where a value is assigned to in-kind co-contributions, the methodology for the valuation must be detailed in the Proposal.

The Department may verify Proponent Proposal cost claims independently and contact third parties detailed in the Proposal.

Proponents are responsible for securing all third-party commitments and covering any shortfalls if third party contributions do not proceed.

3.2.5 How to apply

Proposals are being accepted via <https://dpird.smartygrants.com.au/surf-beaches-mobile-coverage-grants-program-Round2>

3.2.6 Closing Date

The Closing Date for submission of Proposals is **8 November 2024**.

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 3.2.1 will progress with an assessment based on the Assessable Criteria as detailed in Section 3.3.1.

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 his 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	Ref	Details
<i>Minimum technical and performance standards</i>	A1.1	<ul style="list-style-type: none">• 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.• For each proposed solution, the Proponent must provide technical designs of the proposed infrastructure (eg. Cel-Fi repeaters, mobile base station, satellite/radio small cell, etc.) including proposed manufacturer(s) of equipment spectrum utilised (eg. 5G, 4G, 5.8GHz Class Licensed; 11GHz Licensed, etc.) and cyclone rating (where applicable).• The proponent must provide a clear description of any interconnect requirements including interconnect points and backhaul requirements.
	A 1.2	Service specifications of the Proposal - Proponents must detail the quality (download and upload speeds and reliability) and maximum number of connections.
	A 1.3	The Proponent must detail the security arrangements to achieve, maintain, and consistently satisfy physical infrastructure (eg. fencing, elevated equipment) and data security requirements and standards.
	A 1.4	The Proponent must detail type of power supply, backup power and its availability (eg. solar panels, main power etc.).

Criteria	Ref	Details
Coverage	A 2.1	The Proponent must provide softcopy of coverage map and in Google Earth kml/kmz file formats that describes components of the proposed solution, along with approximate locations coverage of towers/poles for new handheld and external antenna devices.
	A 2.2	Network coverage (in square metres/kilometres) for each proposed solution.
Co-investment	A 3.1	Amount of Proponent co-contribution (in cash or value-in-kind). Although not a requirement, Proponent's 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 (eg. State grant funding, co-contribution, etc.) if applicable.
<i>Demonstrate broad social and economic benefits for the wider community</i>	A 4.1	How the proposed Project will build the capability of local suppliers or allow regional businesses to provide their service for the project.
	A 4.2	How the proposed Project will increase regional employment and regional business participation through subcontractors, suppliers, apprenticeships and traineeships.
<i>Visual Amenity & Impact assessment</i>	A 5.1	Sites located within Parks require that the Proposal must address the visual landscape amenity issues and solutions proposed must blend in with surrounding environment and have an acceptable level of impact.
	A 5.2	The proposal must avoid, minimise and manage impacts on Parks with use of existing or 'disturbed infrastructure sites' wherever possible.

3.4 The Project Development Stage

State grants funding will be provided through a FAA that the Department will negotiate with each successful Proponent on behalf of the State.

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 grant based on agreed milestones. Payments of milestones will be negotiated with successful Proponents.

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

A copy of a standard FAA is available for reference to the terms and conditions under which the State is prepared to contract with 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 funding becomes available.

If 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 is responsible for acquiring all relevant approvals, permits and regulations and complying with all legislative and regulatory requirements while developing the Project and operating the Network.

Approvals will be required to locate infrastructure in parks under the *Conservation and Land Management Act 1984 (where applicable)* 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 refer to the Department's Annual Report 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 as such 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 to access records held by State agencies and Local Government Authorities.

4. Further Enquiries

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

5. Disclaimer

Proponents must reply on their own investigations and satisfy themselves in relation to all aspects of the Program and associated risks, contingencies and other circumstances influencing its Proposal.

The Department and its respective employees, officers and advisers are not liable for any incorrect and 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.

Important Disclaimer

The Chief Executive Officer of the Department of Primary Industries and Regional Development and the State of Western Australia accept no liability whatsoever by reason of negligence or otherwise arising from the use or release of this information or any part of it.

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6. Attachment 1

No	Site(s)/Beaches	Latitude	Longitude	Region
1	Amherst Point	-23.5587	113.7155	Gascoyne
2	Elle's Beach Campground	-23.4362	113.7823	Gascoyne
3	Kurrajong	-22.1774	113.8596	Gascoyne
4	Lagoon	-23.5409	113.7389	Gascoyne
5	Maggie's Campground	-23.4171	113.7839	Gascoyne
6	Oyster Stacks	-22.1327	113.8769	Gascoyne
7	Sandy Bay	-22.2329	113.8426	Gascoyne
8	Sandy Point	-23.3251	113.7914	Gascoyne
9	Steven's Camp	-23.4541	113.7814	Gascoyne
10	Winderabandi Point	-22.4982	113.7196	Gascoyne
11	Observatory Beach	-33.9019	121.7807	Goldfields Esperance
12	10th Mile Beach	-33.8827	121.7540	Goldfields Esperance
13	11th Mile Beach	-33.8754	121.7367	Goldfields Esperance
14	9th Mile Beach	-33.8963	121.7737	Goldfields Esperance
15	Alexander Bay	-33.8867	122.7467	Goldfields Esperance
16	Wharton Beach	-33.9428	122.5631	Goldfields Esperance
17	Bettys Beach	-34.9372	118.2083	Great Southern
18	Foster Beach	-34.4858	119.1814	Great Southern
19	Lowlands Beach	-35.0738	117.5198	Great Southern
20	Reef Beach	-34.4605	119.0795	Great Southern
21	James Price Point	-17.4882	122.1435	Kimberley
22	Coronation Beach	-28.5519	114.5651	Mid-West
23	Flatrocks	-29.0134	114.7791	Mid-West
24	Lucky Bay	-28.0502	114.1658	Mid-West
25	40 Mile camp site	-20.8414	116.3705	Pilbara
26	Balla Balla camping	-20.6813	117.7840	Pilbara

No	Site(s)/Beaches	Latitude	Longitude	Region
27	Cleaverville camp site	-20.6592	116.9979	Pilbara
28	Black Point (Surfers Cove)	-34.4170	115.5542	South West
29	Cosy Corner	-34.2559	115.0280	South West
30	Deepdene	-34.2701	115.0391	South West
31	Elephant Rock	-34.2659	115.0351	South West
32	Gallows	-33.8208	114.9993	South West
33	Moses Rock	-33.7591	114.9911	South West
34	Sugarloaf Rock	-33.5599	115.0083	South West
35	Grey	-30.6665	115.1344	Wheatbelt

7. Attachment 2

