



MARKET BRIEFING SESSION #1

EOI FOR HOUSING SOLUTIONS IN DAIRY COMMUNITIES

28 April 2025

Better never settles

AGENDA

Date and Time Monday, 28 April, 2:00pm-2:30pm AEST

Venue / Location Microsoft Teams

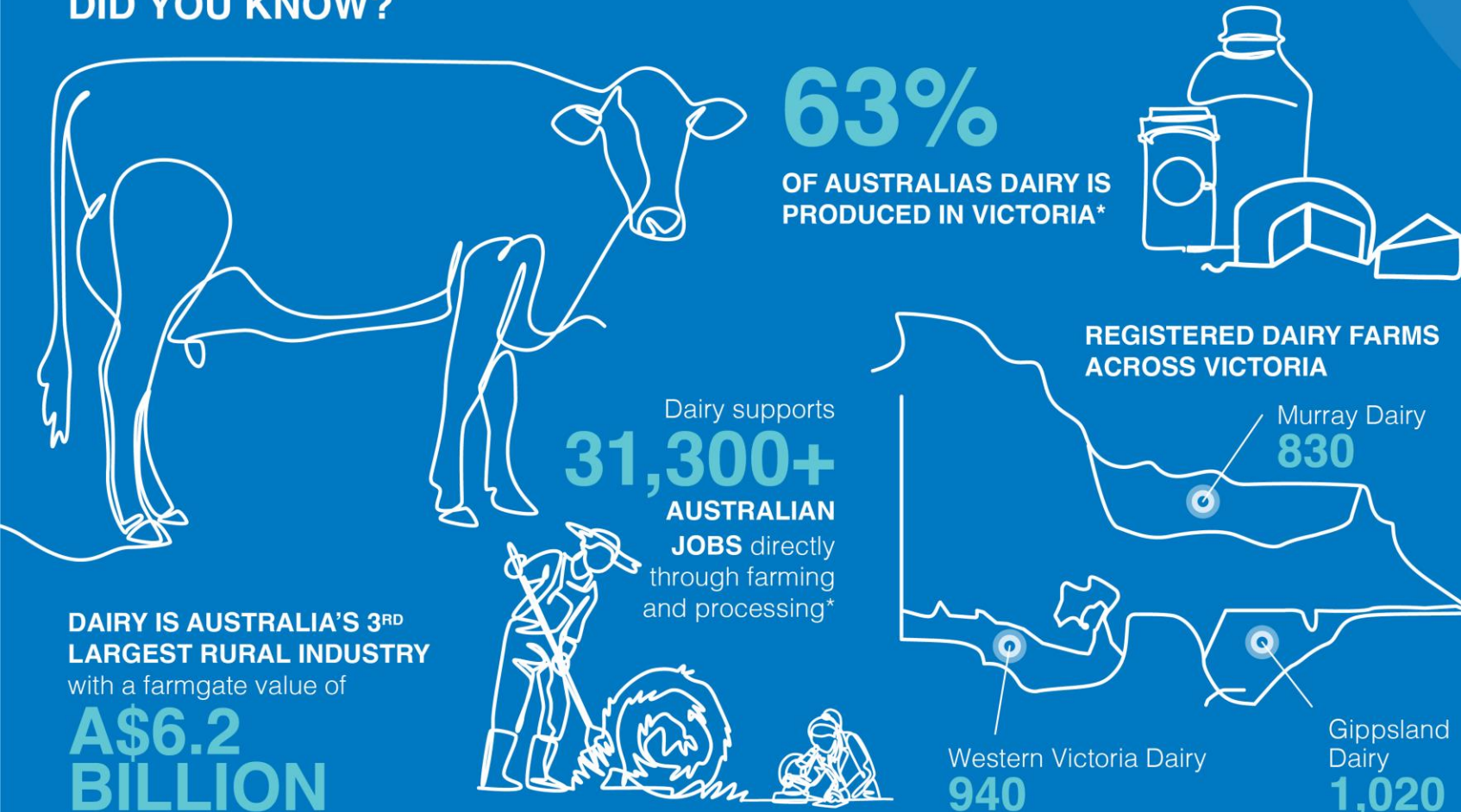
Purpose Provide an overview of the upcoming EOI

Item	Description	Responsibility
1.	Welcome and introductions	Cushman & Wakefield
2.	Background and role of Gardiner Foundation	Gardiner Foundation
3.	Role of the State Government	State Government
4.	Scope of the Opportunity	Cushman & Wakefield
5.	EOI Process	Cushman & Wakefield
6.	What's next	Cushman & Wakefield

*We acknowledge and pay respect to the
past, present and future Traditional
Custodians and Elders of the land across
Victoria, on which we all meet today.*

Securing the future of Victoria's dairy industry through housing solutions

DID YOU KNOW?



*According to Dairy Australia's In Focus 2024 report. **According to Homes Victoria, Rental Report September quarter 2024.

HOUSING CHALLENGES FACING REGIONAL VICTORIA

Median rent remains high
\$450/week**



Annual rental increase
6.8%
above 10-year avg. of 4.7%**

Rental vacancy rate in regional Victoria is extremely low at
2.0%**

Shortages of suitable, affordable accommodation is impacting workforce attraction, retention and sustainability across regional industries



ROLE OF GARDINER FOUNDATION

About Gardiner Foundation and their role in this EOI campaign



A self-funded, for purpose, foundation that invests in research and innovation, people capability, community development and industry strategic support.



A vision for thriving Victorian dairying communities where people want to live, work and invest.



Deep knowledge and relationships across the industry and more broadly regional Australia.



Seeking opportunities to collaborate with industry, governments and communities to leverage resources and knowledge to maximise the impact for farmers and communities.



A facilitator of partnerships in the sector and co-invests where practicable to maximise the impact of investments.



Will consider supporting proposed Housing Solutions through this EOI process that demonstrate value for money and respond to the Evaluation Criteria.

ROLE OF GOVERNMENT

STATE GOVERNMENT

- The State Government has expressed its support to Gardiner Foundation in seeking EOIs for regional housing solutions.
- Alignment with *Victoria's Housing Statement, The Decade Ahead 2024-2034* which focuses on tackling housing supply and delivering housing and planning reforms.
- **The State Government is committed to exploring how it can further support housing supply through this engagement.**
- Potential areas of State Government support to be investigated in further stages of this project include:
 - Unlocking of available State-owned land parcels, and
 - Expediting the planning approvals process for specific projects.

LOCAL GOVERNMENT

- Gardiner Foundation recognises the important role that Local Governments will play in supporting housing initiatives and is progressing discussions with Local Governments in Victorian dairying communities to drive awareness of this opportunity.
- Gardiner Foundation views this project as **a call to action for Local Governments** to be proactively working with their stakeholders and collaborating on submissions, as well as continuing to explore supporting this initiative through identifying suitable land, planning pathways or other means.



OBJECTIVES OF THE EOI

To engage with stakeholders in the Victorian regional housing industry and understand their appetite and capability to participate in investing in Housing Solutions.

To understand the range of innovative regional Housing Solutions that exist and to identify potentially viable Housing Solutions that are tailored to the specific needs of Victorian dairying communities.

To drive long-term positive outcomes by supporting a potentially self-sustaining or replicable model for housing delivery that can be applied to dairying regions across Victoria.

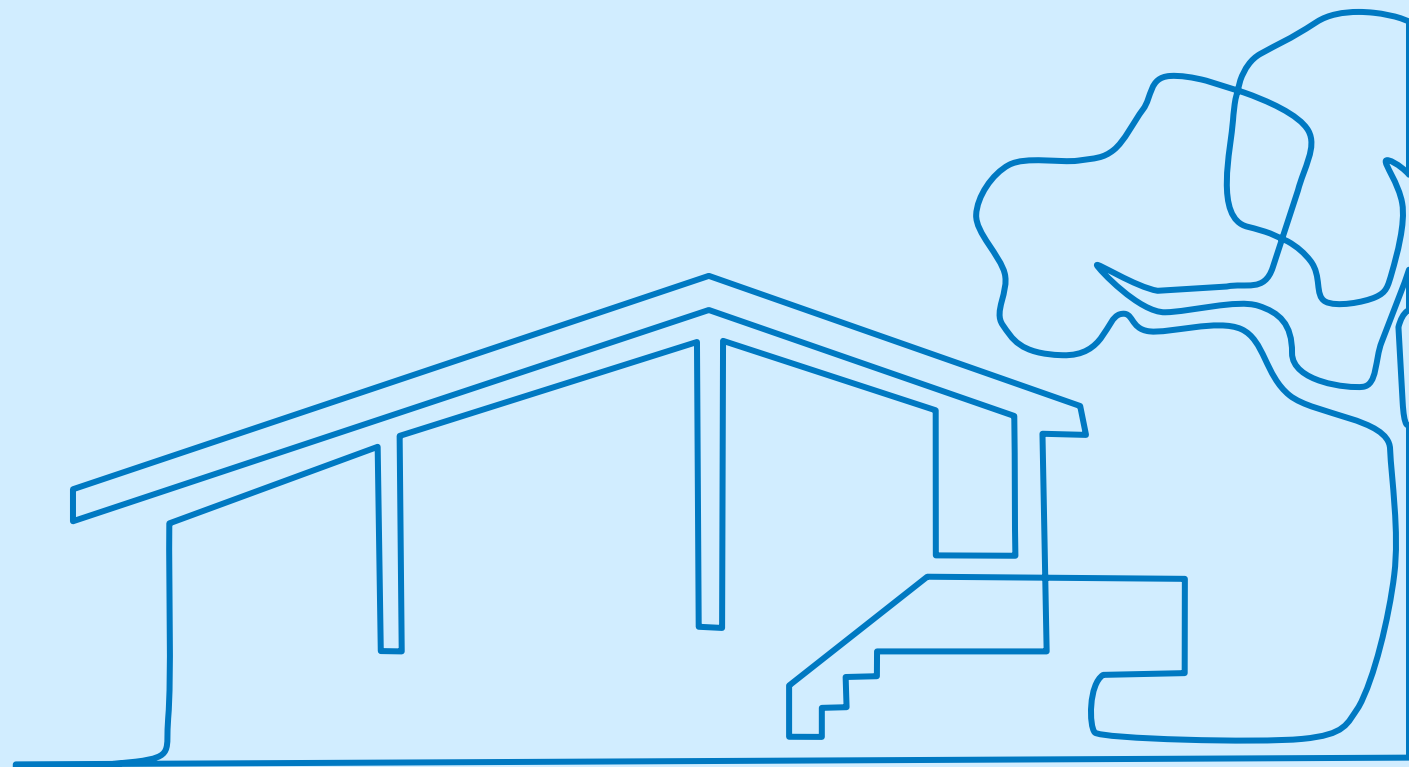


THE OPPORTUNITY

Gardiner Foundation is seeking to support or partner with organisations

that have suitable capabilities and experience in regional housing investment or delivery, and which can describe potentially viable housing solutions.

Acknowledging that this the first stage of market exploration, Gardiner Foundation and the State Government may seek to continue to collaborate with Preferred Proponents and further refine potential Housing Solutions.

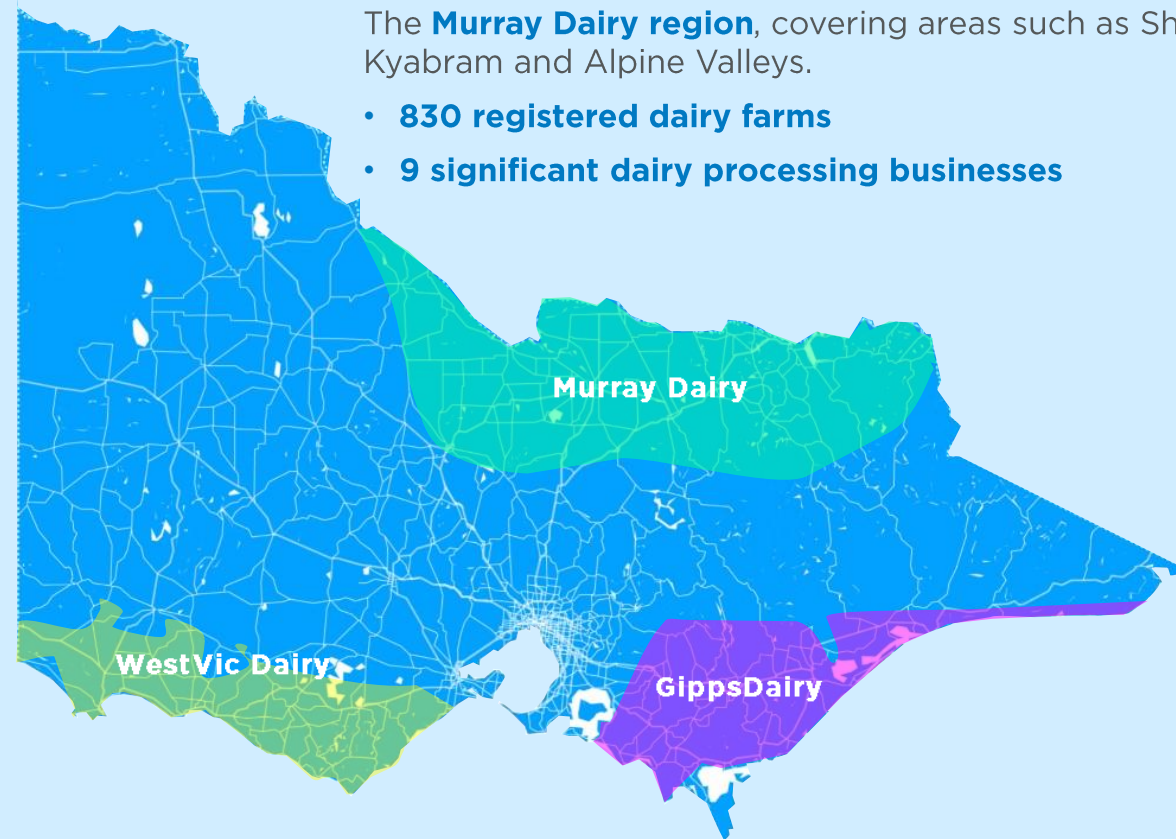


SCOPE OF THE OPPORTUNITY

LOCATION

The **WestVic Dairy region**, covering areas including Warrnambool, Colac, Camperdown, Terang, Portland, and Cobden.

- **940 registered dairy farms**
- **5 significant dairy processing businesses**



The **Murray Dairy region**, covering areas such as Shepparton, Echuca, Cohuna, Cobram, Kyabram and Alpine Valleys.

- **830 registered dairy farms**
- **9 significant dairy processing businesses**

The **Gipps Dairy Region**, covering areas such as Warragul, Leongatha, Korumburra, Maffra, Yarram, and Bairnsdale.

- **1,020 registered dairy farms**
- **5 significant dairy processing businesses**

SCOPE OF THE OPPORTUNITY

HOUSING OCCUPANTS AND TYPOLOGY

This Project is to support affordable housing supply in dairying communities.

Examples of housing occupants:

- Farmworkers and employees
- Rural and regional workforce
- Families of dairy industry workers
- Agribusiness professionals
- Low-to-moderate income earners in dairying communities
- Farm retirees / elderly citizens

Gardiner Foundation is seeking to support Housing Solutions that include any of:

- Affordable rental;
- Supported home ownership; and/or
- Unsupported home ownership.
- ***Social Housing will not be supported as part of this Project***

The Project is seeking to support housing typologies that meet the range of needs in dairying communities.

Examples of suitable housing typologies (including, but not limited to):

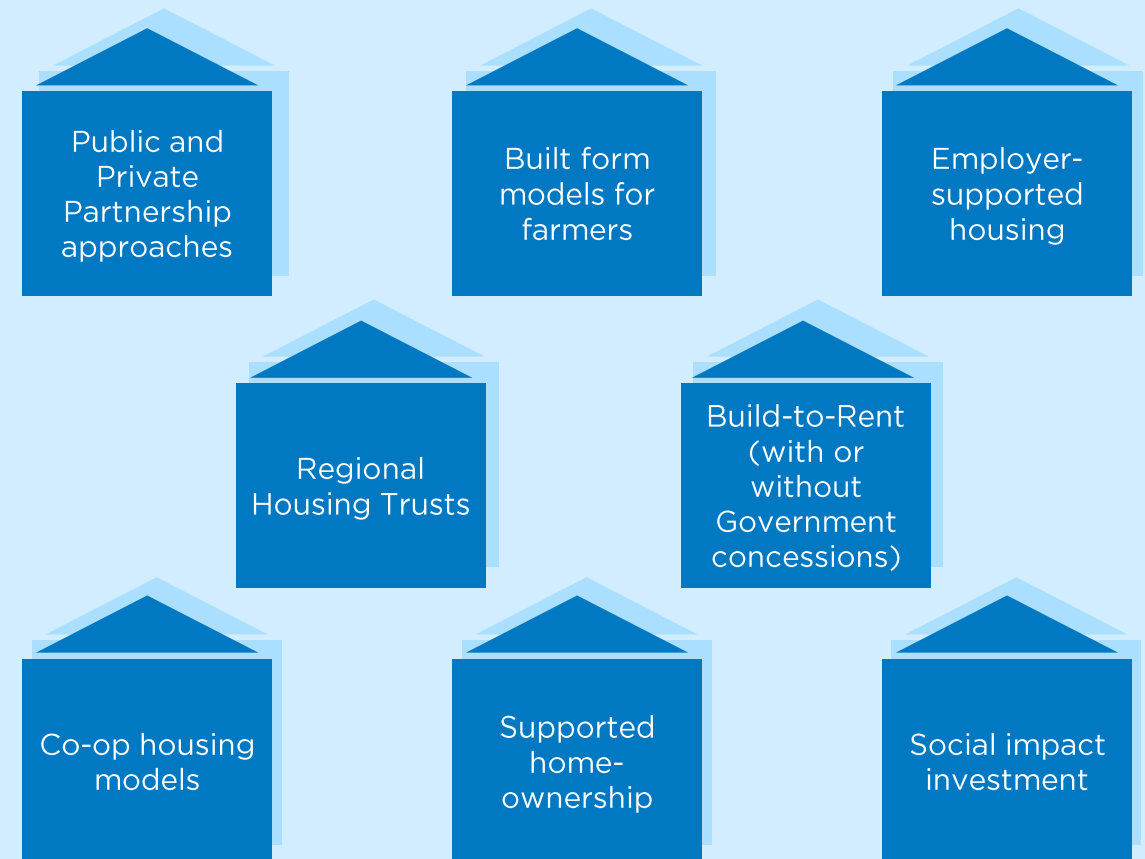
- Detached housing.
- Multi-unit housing, including townhouses and duplexes.
- Modern Methods of Construction – i.e. prefabricated or modular homes built off-site and transported for assembly.
- Temporary housing, such as transportable homes or secondary dwellings.
- Community-oriented housing, such as:
 - Co-housing communities,
 - Co-living,
 - Worker housing

SCOPE OF THE OPPORTUNITY

FUNDING AND FINANCING

- Funding and/or financing may come from debt, equity and/or alternative capital sources
- Gardiner Foundation is open to considering **collaborative and innovative investment models** that are able to demonstrate potential feasibility, value for money and reasonable levels of risk and return for the investors involved.
- This means that capital may come from (but are not limited to):
 - Investors, Funds, governments, Gardiner Foundation, farmers, Community Trusts, Community Housing Organisations, developers, or other private sector entities.

Example investment models (but not limited to)



EOI PROCESS

This EOI is the first stage of Gardiner Foundation's exploration of the regional housing industry.

Gardiner Foundation will identify Preferred Proponents for the Project who may be invited for discussions and negotiations with Gardiner Foundation in a subsequent stage.

Key EOI activities	Indicative date
EOI Market briefing Session #1	28 April 2025
EOI release	30 April 2025
EOI Market briefing session #2	05 May 2025
Query and clarifications close	5:00pm AEST, 06 June 2025
EOI close	5:00pm AEST, 13 June 2025
Proponents notified of outcome	08 July 2025

WHAT'S NEXT



The EOI will be released
via TenderLink on
Wednesday,
30 April



A second market
briefing will be held at
2pm
Monday, 5 May

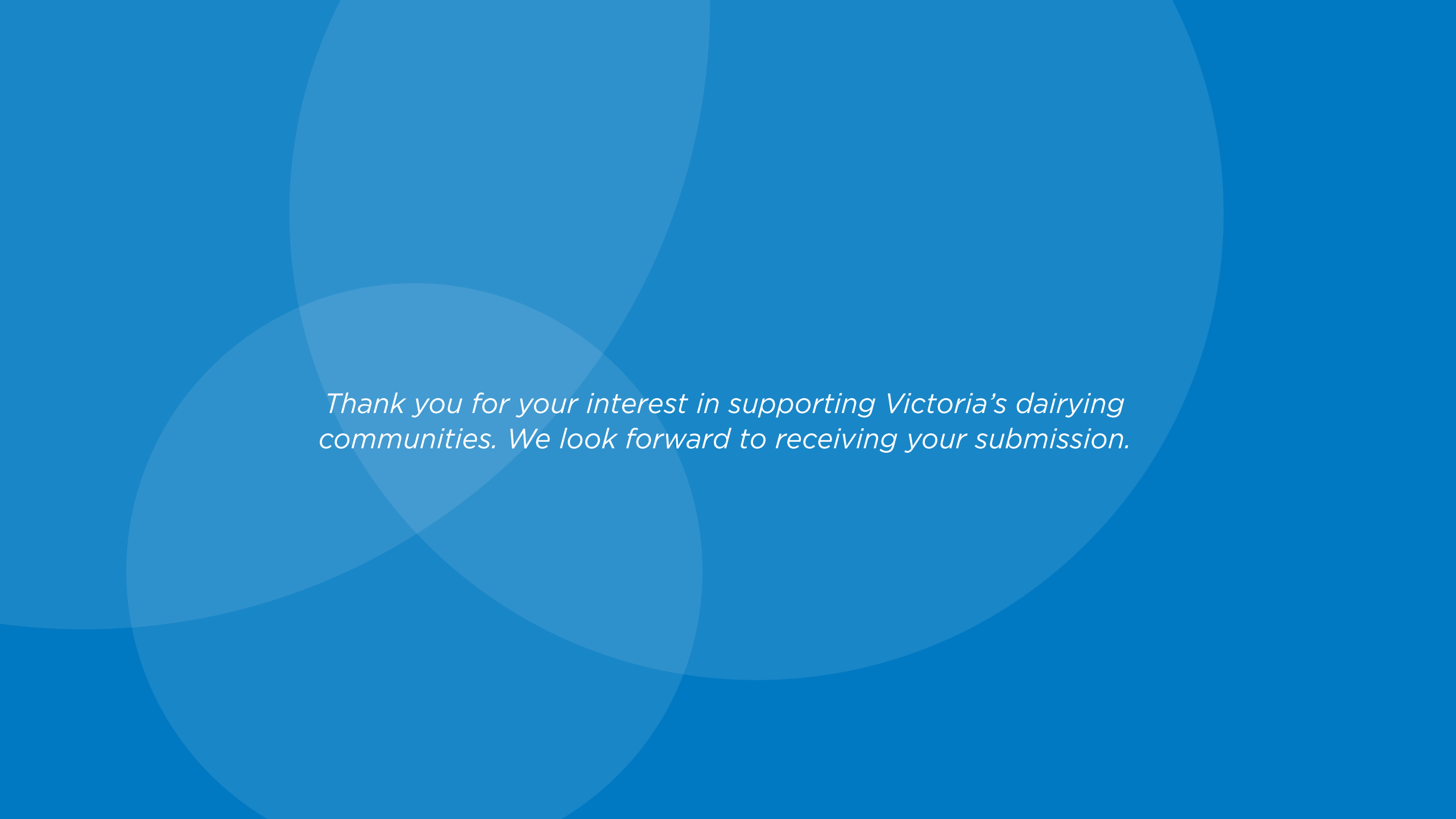


All questions and
clarifications must follow
the process set out in
the EOI documentation
to follow probity
guidelines



Refer to Gardiner
Foundation's website for
EOI information

housing@gardinerfoundation.com.au

The background is a solid blue color. Overlaid on this are several large, semi-transparent circles of varying shades of blue. These circles overlap each other, creating a layered effect. The text is centered within the overlapping area.

Thank you for your interest in supporting Victoria's dairying communities. We look forward to receiving your submission.