

Richardson Park – Request for Proposals

Returnable Schedule 7 – Legal and Commercial Considerations

Proponents are required to provide details of the extent to which the proposed financial strategy supports the successful delivery of the Proposal and objectives set out in this RFP.

Proposals should include a fully costed business model (including assumptions) of projected cash flows which demonstrates financial feasibility and viability of the Proposal and which provides:

- detailed cash flows of expected costs together with associated timing;
- details of how delivery of the project will be funded, including:
 - details of any funding contribution sought from Government which might assist with infrastructure upgrades and or sporting programs;
 - the amount of equity and debt finance proposed;
 - the form of equity (land, cash, etc.); and
 - the form of debt finance proposed, and where it is to be sourced from.
 - Proponents should include details of the security required to be provided by the Proponent to be able to secure the debt finance.
- the timing and application of the funding sourced to the project;
- projected revenues over the first 5 years of operation; and
- strategies to ensure viability over the long term.

Any government funding sought for infrastructure upgrades and /or delivery of sporting programs will be subject to a separate agreement.

Proponents must also detail any proposed changes to the terms set out in the Legal Term Sheet including the justification for requesting the change.

A Proponent will be deemed to have accepted the terms in the Legal Term Sheet (Appendix D) other than to the extent of any proposed changes detailed in this Returnable Schedule.