

Expressions of Interest

Summer Trading Period 2026/2027



Commercial, Aquatic and Jetty Operators

Expression of Interest *Commercial and Aquatic Operators and Jetty Users*

2026/2027

Submission Deadline: 5:00pm AWST Friday, 9 October 2026

The City of Mandurah invites submissions from experienced Commercial and Aquatic Operators wishing to trade from approved locations within the City Centre, Waterfront Precinct and throughout the district, as well as from experienced tourism operators seeking to operate from approved City Jetties under a Jetty User Agreement arrangement, for the Summer Trading Period.

The City encourages tourism opportunities that support the well-being of residents, enhance the visitor experience and contribute to the growth of small business. The City seeks to activate Approved Locations with diverse, high-quality leisure and recreational offerings that complement existing activities, add value to the area and contribute to a vibrant and engaging Mandurah.

To assist the City in evaluating submissions, applicants are required to provide a detailed overview of their proposed operation by completing and submitting the [Expression of Interest Form](#).

Proposed activities should complement existing offerings and demonstrate a clear benefit to the community. All proposed activities will be assessed on their suitability for the proposed location and alignment with City requirements. Submissions will only be considered for locations identified by the City as Approved Locations and suitable for the proposed activity. Further information regarding Approved Locations is available in the [City's Trading Permit Guidelines](#). Operators may identify up to three preferred locations from the approved list, ranked in order of preference. The City may, at its discretion, work collaboratively with operators to explore opportunities for co-location at suitable sites where appropriate.

The installation or placement of storage facilities, permanent structures or other fixed infrastructure on City land is not permitted. All equipment associated with approved activities, including but not limited to trailers, storage containers, fencing and other operational infrastructure, must be removed from the site at the end of each trading day.

The City reserves the right to temporarily suspend trading at specific locations to support and facilitate City managed Events.



Applicant Type

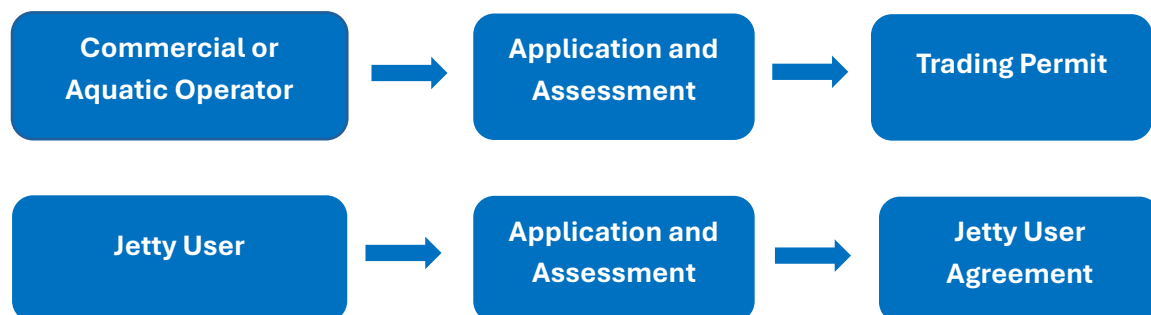
Use the list below to determine which applicant type best describes your proposed activity.

- **Aquatic Operator:** Water-based leisure or tourism activities. *Aquatic Operator activities may include water sports hire, jet-ski rentals, inflatable water parks and other specialised water-based leisure experiences.*
- **Commercial Operator:** Land-based leisure, recreation or tourism activities. *Commercial Operator activities may include land-based leisure and recreational offerings such as segway tours, bicycle hire, pop-up mini-golf, guided walking tours and cultural experiences.*
- **Jetty User:** Businesses operating commercial vessels that carry paying passengers and require access to a jetty for the safe embarkation and disembarkation of customers. *le Boat tours, dolphin-watching, scenic cruises.*

Applications for Mobile Food Trading Operators are not being considered through this EOI process. Operators interested Mobile Food Trading are encouraged to refer to the City's website for a [Trading Permit Application](#) instead.

Pathway and Required Approval

Use the flowchart below to determine which approval or agreement is required for your proposed activity.



Available Locations – Aquatic and Commercial Operators

The City offers a diverse range of exciting trading locations, providing Commercial and Aquatic Operators with opportunities to operate across some of the City's most popular and sought-after foreshore, beach and waterfront settings. Please refer to the map for further details and additional available trading locations.

Available Locations - Jetties

The City offers access to a number of high-quality commercial jetties at Mandjar Bay and Stingray Wharf, providing exciting opportunities for operators to launch memorable tourism experiences from some of Mandurah's most iconic waterfront locations.

The Mandjar Bay Jetties, located along the Eastern Foreshore between Kwillena Gabi Estuary Pool and the Mandurah Traffic Bridge, place operators right in the heart of Mandurah's vibrant waterfront precinct, with easy access from both Pinjarra Road and Mandurah Terrace.

Stingray Wharf, located within the Mandurah Entrance Channel, offers a unique setting, accessed via the picturesque footpath and boardwalk and surrounded by the natural beauty of the Mandurah waterways. Together, these jetties provide prime launching points for operators looking to showcase Mandurah's spectacular waterways, wildlife, waterfront and tourism experiences to visitors from the water.

There are seven berths available at Mandjar Jetty B as displayed in Appendix 4, and an additional three berths available at Stingray Wharf, as displayed in Appendix 3. Stingray Wharf alternatively has the capacity to accommodate a larger vessel if required.

Berth Location	Available Berths
Mandjar Bay – Jetty B - 1305	4x 15m Berths 1x 12m Berth 1x 9.5m Berth 5x 8m Berths
Stingray Wharf - 4105	Inner Berth: 15m Options for Outer Berth: - 1x 15m and 1x 12m; or - 1x 35m Berth
<i>Note* Applicants are recommended to inspect the proposed berthing location prior to applying and confirm its suitability for their vessel, taking into account tidal conditions and vessel size.</i> <i>The City anticipates capital works to the Eastern foreshore boardwalk in 2027 that may restrict jetty access for 2-3 weeks. Advanced notice will be given and the City will work to minimise impacts upon operators.</i>	

Please note that the City will work collaboratively with applicants to determine opportunities for the co-location of operators where appropriate and operationally feasible.

This EOI does not permit overnight or permanent berthing, nor does it allow for the installation or placement of permanent structures on City-owned land or jetties. Applicants should ensure that all vessels, equipment and associated infrastructure are removed or relocated at the conclusion of each operating day. Please note that signage is not permitted on the jetties, however the City may approve temporary way finding signage for days of operation.

Operators are required to make themselves familiar with the obligations of Jetty use contained in the [Commercial Jetties Information Sheet](#).

Stage 1 – Applicants to submit an Expression of Interest

Site inspection: Applicants wishing to inspect a preferred site or commercial jetty must ensure inspections do not disrupt existing users, operators or the public.

Submit EOI Application: Applicants are required to complete and submit an [Expression of Interest Form](#) outlining their proposed operation by the closing date.

Submissions must include sufficient information to enable the City to assess the proposal, including:

- *Details of the proposed operation, including activities, operational requirements and equipment;*
- *Preferred trading locations or commercial jetties, ranked in order of preference.;*
- *A site or operational plan identifying the proposed location or jetty, access arrangements and operational requirements;*
- *Relevant supporting documentation;*
- *Evidence of planning, risk management considerations and the ability to deliver the proposed activity.*

Assessment: The City will consider each submission received on its merits. Applicants should refer to section 2.8 of the [Trading Permit Guidelines](#) and be aware of the following non-exhaustive list of Relevant Considerations to the City's selection of Commercial Operators, Aquatic Operators and Jetty Users in preparing their Submission:

- **Community, visitor and local economic benefit**
The extent to which the Operation delivers socio-economic benefits to the City, including benefits to residents, visitors and the local economy through local employment, local ownership or operation, and engagement of local businesses, suppliers and contractors.
- **Suitability, complementarity and market fit**
The degree to which the Operation is suitable for the proposed Site and complements existing activities and commercial operators, without creating unreasonable conflict, duplication or adverse impacts on existing operators.
- **Risk, safety and environmental management**
The Applicant's demonstrated approach to identifying, managing and minimising operational risks, including risks of harm to the surrounding built and natural environment, public safety, and evidence of appropriate safety, health and environmental control systems.
- **Amenity and community impact management**
The degree to which the Operation avoids, manages or minimises impacts on the amenity of the surrounding area and community, including noise, disturbance, congestion, public access and other operational impacts.

- **Operator capability and reliability**

The Applicant's demonstrated experience, maturity and capacity to deliver the Operation, including relevant commercial experience, referees, licences, insurances, operational controls and ability to comply with City requirements.

For Jetties – In addition

- *Suitability of the proposed operation for the nominated commercial jetty, including passenger management, safety and operational impacts on other jetty users.*

Notification of Outcome: Applicants will be notified of the outcome of their application in writing.

Stage 2 – Agreements and Permits

Successful applications for Commercial and Aquatic Operators will be required to submit an [Application for Trading Permit](#) prior to operations commencing, and provide evidence of relevant documentation and licenses, including current Public Liability Insurance with a minimum cover of \$20 million.

Successful applications for jetties will enter into a Jetty User Agreement with the City.

Once approval has been granted, a permit fee will be required to be paid prior to the commencement of operations. The below fees will apply:

Fee Type – Commercial and Aquatic Operator	2026/2027 Rate
Trading Permit - Application Fee	\$181.50
Trading Permit – for Commercial and Aquatic Operator for the 6 month Summer Period	\$674.60
<i>Note* Applicants seeking to operate for a longer period outside the 2026/2027 Summer trading period should outline their preferred trading dates within their Expression of Interest submission. Permits for further terms may be issued at the City's discretion, with consideration given to the success of the operation in the previous trading period. Fees and charges will be applied in accordance with the City's 2026/2027 Schedule of Fees and Charges.</i>	

Fee Type – Jetty User Agreement	2026/2027 Rate
Jetty User Agreement – Administration fee	\$1,100.00
Mandjar Bay Commercial Jetty User Agreement for 12 months (pro rata also available, minimum 3 months)	\$ 458.27 per lineal metre
Stingray Wharf Commercial Jetty User Agreement for 12 months (pro rata also available, minimum 3 months)	\$425.42 per lineal metre
Waterway Contribution Fee	\$44.41 per lineal metre
<i>Note* Jetty user agreements of up to two years may be considered at the City's discretion and will be subject to market valuation and approval.</i>	

Applicants are responsible for undertaking appropriate research prior to applying, including reviewing the [Trading Permit Guidelines](#), researching the relevant information available on the City of Mandurah website, and ensuring they comply with all conditions outlined below.

Applicants who require further information, or who wish to confirm whether their business activities are subject to any additional requirements, qualifications, agreements or charges, should contact the City at property@mandurah.wa.gov.au.

Should vehicular access to a preferred site be required, successful Applicants will also be required to submit an [Application for Vehicle Access Form](#) prior to operations commencing.

Timeline

The selection timelines outlined below are indicative only and subject to change at the City's discretion.

Stage	Detail	Timing
Stage 1	Expressions of Interest Open	22 September 2026
	Expression of Interest Deadline	9 October 2026
	Assessment	Weekly basis commencing 5 October 2026, with Jetty applications prioritised in first round
	Notification of Outcome	Within 5 days of assessment
Stage 2	Agreements and Permits	Within 5 days of notification of outcome

Following the initial expression of interest period, applications for Approved Locations that remain vacant will continue to be accepted and assessed throughout the year.

Enquiries:

Further enquiries may be directed to the Property Services department at the City of Mandurah. Contact: (08) 9550 3246 or email property@mandurah.wa.gov.au

Expression of Interest - Conditions

1. Definitions and Interpretation

1.1 Interpretation

These Expression of Interest (EOI) Conditions may be used where the City of Mandurah (City) is seeking expressions of interest from prospective Commercial and Aquatic Operators (Applicants) with an intention of issuing a Trading Permit, at the City's discretion.

1.2 Defined Terms

Below is a summary of some of the important defined terms used in this Expression of Interest:

Application or Submission means the completed Expression of Interest Form, response to the Selection Criteria and Attachments.

Applicant / Operator means a commercial operator, aquatic operator and/or jetty user who has or intends to submit an Expression of Interest to the City.

Attachments means the documents you attach as part of your Submission.

Contact Person means the City Officer identified in the Section 2 below.

City means the City of Mandurah.

Deadline means the deadline for lodgement of your submission, as detailed in the Public Advertisement displayed on the City of Mandurah Website for this EOI.

Events means City operated events and festivals, including but not limited to events and festivals listed within the City's Festivals and Events Strategy 2025-2029, and as advised by the City from time to time.

Fees means fees and charging for trading permits in accordance with the [City's 2026/2027 Schedule of Fees and Charges](#).

Jetty User Agreement means an agreement issued by the City of Mandurah authorising commercial operation from an approved City commercial jetty, subject to specified conditions.

Trading Location Maps means the locations in Figure 1 and Figure 2 of the Trading Permit Guidelines, inclusive of amendments to specific sites. These maps are also displayed in the final pages of this document.

Operation means the Commercial Operation, Aquatic Operation and/or Jetty Operation proposed by the Applicant.

Relevant Considerations means the matters that the City may have regard to in evaluating your submission.

Site means an Approved Location or approved commercial jetty identified by the City.

Trading Permit means a permit issued by the City of Mandurah setting out the Conditions of Operation for the Commercial and Aquatic Operator, for a period to be determined by, and at the discretion of, the City.

2.

3. Contact Person

Applicants must not rely on any information provided or request information from any person with respect to this EOI other than the person/s listed below unless that person has been identified as a member of the City's Property Services Team:

Name:	Amanda Lyons, Chiara Burden
Department:	Property Services
Organisation:	City of Mandurah
Telephone:	(08) 9550 3246
Email:	property@mandurah.wa.gov.au

4. Submission acceptance

By submitting an Expression of Interest, the Applicant:

- a) accepts these EOI Conditions;
- b) accepts the requirement to complete the relevant approval process, including a Trading Permit Application or Jetty User Agreement, a Vehicle Access Application (if relevant), and pay the applicable Fees if notified that their EOI is successful.

5. Applicants Cost

Participation in the EOI process is at the Applicant's cost. The City is not required to pay compensation to the Applicant in relation to any stages of the EOI process under any circumstances.

Successful Applicants will be required to apply for the relevant approval, including a Trading Permit or Jetty User Agreement, and/or Vehicle Access where applicable. The relevant Fees will be at the Applicants own cost, in accordance with the City's [2026/2027 Schedule of Fees and Charges](#).

6. Preparing and Lodging a Response

6.1 How to Prepare a Submission

- a) Carefully read all parts of this document.
- b) Complete the Expression of Interest Form in full and attach all supporting Attachments.
- c) Lodge the Submission before the Deadline.

6.2 Applicant to Inform Themselves

By submitting an Expression of Interest, Applicants will be deemed to have:

- a) Accepted these EOI Conditions;
- b) Examined this EOI and any other information available in writing to Applicants' for the purpose of submitting an Expression of Interest;
- c) Examined all further information relevant to the risks, contingencies and other circumstances having an effect on their Submission which is obtainable by the making of reasonable enquiries;
- d) Satisfied themselves as to the correctness and sufficiency of their Submission;
- e) Satisfied themselves they have a full set of the EOI documents and all relevant attachments. This includes any evidence of consultation with relevant government agencies such as: Department of Transport, Department of Fisheries, Department of Planning, Lands and Heritage and Department of Environment and Conservation;
- f) Acknowledge that approved trading activities and/or jetty operations may be suspended during City Events. The City will endeavour to provide Operators with sufficient notice and reserves the right to engage vendors separately to be part of Events. The City reserves the right to temporarily suspend trading at specific locations to support and facilitate works, maintenance activities, emergencies or other operational requirements.

6.3 Identity of the Applicant

The identity of the Applicant is fundamental to the City. The Applicant will be the person, persons, corporation or corporations named as the Applicant in the EOI Application Form.

6.4 Submission Deadline

Submissions for the initial round must be lodged by the Deadline,

Following the initial round of submissions, further submissions for Approved Locations that remain available will be considered, ongoing and throughout the relevant trading period, subject to assessment against the Relevant Considerations as contained within the Trading Permit Guidelines.

6.5 Place for Submission

Submissions are to be submitted to property@mandurah.wa.gov.au and an [Expression of Interest Application Form](#) can be found on the City of Mandurah website.

Applicants must ensure that their Application is submitted in its entirety before the Deadline.

Submissions that are hand delivered, or received by post or facsimile will not be accepted.

7. Expression of Interest Process

7.1 Submission acceptance

By submitting a proposal, the Applicant:

- a) Accepts these EOI Conditions;
- b) Accepts the requirement to submit to the City, and pay the relevant Fees, for a Trading Permit Application, Jetty User Agreement and/or Vehicle Access Application, as applicable, prior to commencing the Operation;
- c) Acknowledges that the following conditions apply where relevant to the approved location, site or commercial jetty: :
 - Any Operation must be temporary in nature, with all business activity equipment to be removed at the end of each trading day.
 - Any advertisements, placards, flags, bunting or posters associated with the business must be attached to and form part of the vehicle or trailer. One portable sign may be permitted, subject to compliance with Part 8 of the *Local Government Property and Public Places Local Law 2016*.
 - The operation of the business must not cause or generate noise or disturbance that is likely to constitute a nuisance or annoyance.
 - Their business operation must not encroach on bicycle or pedestrian paths, obstruct pedestrian movement, or impede vehicular traffic.
 - Their business operation must not obstruct, cover, remove, relocate or modify trees, public art, benches, bins, bus shelters or other City-owned infrastructure.
 - The location and operation of their business must not compromise public access, circulation, safety or other activities.
 - The operation and setup of their business must not require external power, gas or water connections.
 - Any vehicles associated with the operation of their business must be parked in accordance with the applicable parking requirements for the approved location.
 - Any existing or notable damage to City infrastructure at the approved location must be reported to the City prior to commencing business operations.
 - They are responsible for any damage to City infrastructure caused by or occurring during the operation of their business at the approved location(s), in accordance with Part 14 of the *Local Government Property and Public Places Local Law 2016*. This includes, but is not limited to, damage to parking bollards, piping, trees, shrubs, fences, grass, signs and lighting.
 - All vehicles and trailers used in connection with their business must be maintained in a safe and roadworthy condition at all times.
 - Where the approved location involves the use of a jetty, the Jetty User Agreement will be subject to the applicable Head Licence with the Department of Transport, including any conditions that apply to the Operator's use of the jetty.

7.2 Evaluation Process

Submissions will be evaluated using information provided in the Submission and in response to the Relevant Considerations.

The following evaluation methodology will be used in respect of this EOI:

- a) Submissions are checked for completeness and compliance. Submissions that do not contain all information requested (e.g. completed Expression of Interest Form and Attachments) may be excluded from evaluation.
- b) Submissions are assessed against the Relevant Considerations.
- c) Applicants will be ranked in order of suitability for nominated site preferences.
- d) The most suitable Applicants will be invited to submit the relevant Trading Permit Application, enter into a Jetty User Agreement and/or submit a Vehicle Access Application with the City.

7.3 Compliance Criteria

The criteria detailed within the Expression of Interest Form are not evaluated using a scoring system. Each Submission will be assessed on a Yes/No basis as to whether the criterion is satisfactorily met. An assessment of “No” against any criterion may eliminate the Submission from consideration.

7.4 Relevant Considerations

The City will consider each Application against the Relevant Considerations to rank the Operators in order of preference for each Site.

If an Applicant is not selected for their first preferred Site, their Submission may be considered for a second and third preference, if listed.

The City may select one or more operators per Site.

It is essential that Applicants address the information requested in the EOI Form. Failure to provide the specified information may result in the Application being unsuccessful.

The City reserves sole discretion to determine the most suitable applicant having regard to the Relevant Considerations and overall community benefit.

7.5 Shortlisting of Submissions

Unless otherwise stated in this Expression of Interest, Submissions may be shortlisted by the City either wholly or in part. The City is not bound to shortlist Submissions and may reject any or all Submissions received. The shortlisting of a Submission does not oblige the City to proceed to issuing a Trading Permit or entering into a Jetty User Agreement .

7.6 Policies that May Affect Selection

The following City policies and guidelines may affect the selection of a preferred Applicant:

- [Trading Permit Guidelines](#)

7.7 Risk Assessment

The City reserves the right to reject any shortlisted Applicant on the basis of presenting an unacceptable risk to the City or community, which may have resulted from any of the assessment methods or tools described in this EOI.

7.8 Rejection of Submissions

A Submission will be rejected without consideration of its merits in the event that:

- a) the Submission is not submitted before the Deadline;
- b) the Submission is not submitted at the place specified in the Expression of Interest; or
- c) the Submission fails to comply with any other requirements in this Request or breaches any warranty made under these EOI Conditions.
- d) The City reserves the right to accept or reject any application, or not allocate a site, at its sole discretion.

7.9 Notification of Outcome

All Applicants will be provided with notification of the outcome of their Application.

7.10 Right to Cease or Suspend

The City may discontinue or suspend the EOI process at its sole discretion.

8. Confidentiality and Intellectual Property

8.1 Confidentiality

- a) The City will keep all confidential information of the Applicant which it obtains as part of the EOI process. The City may use Applicant confidential information for the purposes of the EOI process.
- b) The Applicant must not discuss this EOI with any other person except as required to prepare its proposal.
- c) The Applicant must keep confidential all confidential information which it obtains as part of the EOI process, not use it except for the purpose of responding to the EOI, and not disclose it except to its Personnel on a need-to-know basis for the purpose of responding to the EOI, or with the City's consent, or to the extent required by Law, or to its professional advisors.
- d) The Applicant must not make any public announcements or advertisements relating to the EOI requirements.

8.2 Disclosure

The City may disclose Applicant confidential information externally:

- a) as required by law;
- b) to its professional advisors.

Documents and other information relevant to a resulting Trading Permit may be disclosed when required by law under the *Freedom of Information Act 1992* or under a Court Order.

9. Applicant Conduct

9.1 Anti-competitive Conduct

The Applicant warrants that neither it, nor its Personnel have engaged in any collusive, anti-competitive or similar conduct in connection with the EOI process.

9.2 Conflicts of Interest

The Applicant warrants that it and its Personnel do not hold any office or possess any property, are not engaged in any business or activity and do not have any obligations whereby a Conflict of interest is created, or may appear to be created, in conflict with its obligations under these EOI Conditions or the proposed contractual arrangements, except as disclosed in the Submission.

9.3 Canvassing of Councillors or Officers

If an Applicant, whether personally or by an agent, canvasses any of the City's Councillors or Officers with a view to influencing the acceptance of a Submission made by it or by any other Applicant, then regardless of whether the canvassing had or may have had any influence on the acceptance of such Submission, the City may at its discretion omit the Submission from further consideration.

9.4 Warranties are ongoing

The warranties in this section are provided as at the date of the Applicant's response to the EOI and on an ongoing basis until the later of the City notifying the Applicant that its proposal has been rejected pursuant to the EOI process.

The Applicant warrants that it will immediately notify the City if it becomes aware that any warranty made in this section was inaccurate, incomplete, out-of-date or misleading in any way when made, or becomes inaccurate, incomplete, out-of-date or misleading in any way, during the relevant period.

Figure 2 - City of Mandurah Trading Locations

Commercial and Aquatic Operators (Approved Locations)

- ① Madora Bay Foreshore
- ② Wade Street Foreshore
- ③ Henson Street Reserve
- ④ Town Beach
- ⑤ Keith Holmes Reserve
- ⑥ Entrance Channel Foreshore
- ⑥F Eastern Foreshore (See Figure 1)
- ⑥W Western Foreshore (See Figure 1)
- ⑦ Doddi's Beach
- ⑧ Mary Street Lagoon
- ⑨ Henry Sutton Grove Foreshore
- ⑩ Waterside Foreshore
- ⑪ Riverside Foreshore
- ⑫ Osprey Waters Foreshore
- ⑬ Novara Foreshore
- ⑭ Olive Road Foreshore
- ⑮ Falcon Bay
- ⑯ Avalon Beach North
- ⑰ Avalon Beach South
- ⑱ Northport Foreshore
- ⑲ Pyramids Beach
- ⑳ Estuary Place Foreshore
- ㉑ Estuary Road / Thisbe Drive Foreshore
- ㉒ Dawesville Foreshore
- ㉓ Melros Beach

--- City of Mandurah Boundary



City Centre Waterfront Trading Locations

Commercial and Aquatic Operators - Approved Locations

- S** Kelth Holmes Reserve
- EP1** Eastern Foreshore North (Adjacent to Car Park Station No 8)
- WP1** Western Foreshore - Adjacent to Pontoons
- WP2** Western Foreshore - South of Pontoons
- WP3** Western Foreshore - Bridge Car Park South

Commercial (Land Based) Operators - Approved Locations

- 6** Entrance Channel Foreshore
- EF2** Eastern Foreshore South

Exclusion Areas

- Eastern Foreshore Central
- MPAC Jetty / 'TODs & Cicerello's' Jetty

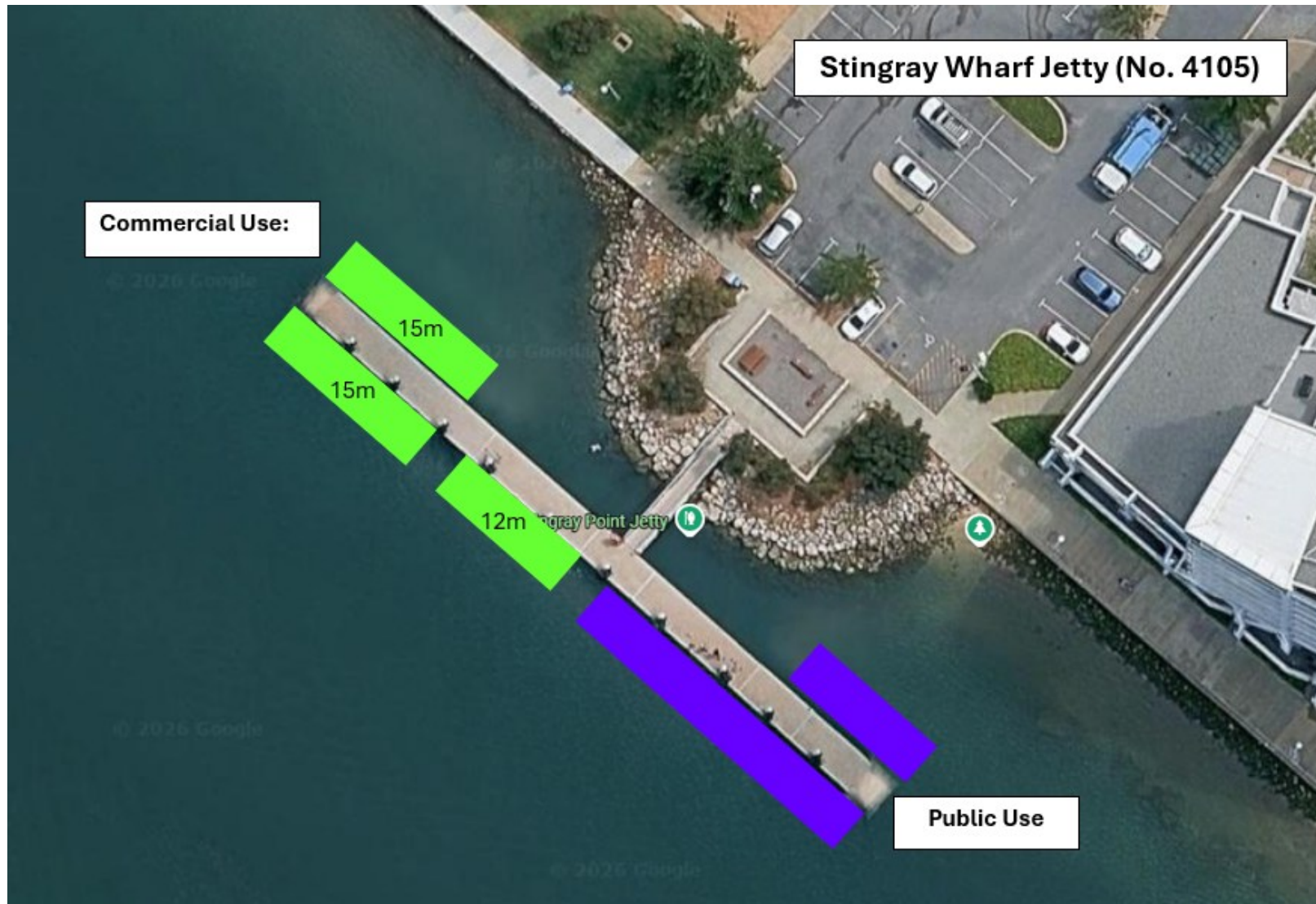
Exclusion Areas include existing exclusive lease and non-exclusive licenced areas; together with public jetties that are not appropriate for commercial use and activities

Jetties Subject to Separate EOI & Licencing

- Stingray Wharf
- Eastern Foreshore Jetties



Appendix 3: Stingray Wharf Jetty



Appendix 4: Mandjar Bay Jetty 1305

