

Aboriginal Lands Trust  
Policy & Guideline Series

For further information contact:

Land Branch  
Department of Indigenous Affairs  
Telephone: (08) 9235 8000

or

Executive Officer  
Aboriginal Lands Trust  
Telephone: (08) 9235 8000

# Policy Commercial opportunities on the ALT Estate



PO Box 7770 Cloisters Square Perth WA 6850  
Ph: (08) 9235 8000 Fax: (08) 9235 8088  
Website: [www.dia.wa.gov.au](http://www.dia.wa.gov.au)



Department of  
Indigenous Affairs



# Policy

## Commercial opportunities on the ALT Estate

Aboriginal Lands Trust WA

### Commercial opportunities on the ALT Estate

Under the *Aboriginal Affairs Planning Authority Act 1972* (AAPA), the Aboriginal Lands Trust (ALT) is able to enter into financial agreements and contracts for development of the ALT estate.

The ALT is bound by the AAPA to ensure that the use of the land is consistent with its purpose (generally, 'Use and Benefit of Aboriginal people'), and that the use is in keeping with the wishes of Indigenous people of the area.

In addition, the ALT Strategic Plan identifies the need to manage the ALT Estate in a manner that will achieve the social, cultural and economic advancement of Aboriginal people. It commits to create an environment for the sustainable management of the estate to optimise the social, cultural and economic opportunities.

From time to time, the ALT may call for Expressions of Interest to determine the most beneficial commercial use of the ALT estate (i.e. 'test the market').

Commercial proposals for the use of the ALT estate not only need to provide direct financial return for the use of the land, but also show willingness to invest in longer-term economic, social and cultural development in partnership with the Indigenous community.

### Expression of Interest Process

There are two-stages:

1. Initial land use concepts are sought from applicants. The applicants' business credentials and their capacity to implement the concept are confirmed.

2. More detailed submissions are requested from applicants who have been short-listed from the first stage. This stage is designed to confirm the applicant's willingness to invest in such areas as improvements in infrastructure and the environment, and to work in partnership with the Indigenous community to achieve tangible outcomes such as training, employment, business equity, support for cultural and social initiatives.

The terms and conditions of the ensuing agreement will be negotiated with the successful applicant based on the:

- best-fit between their concept and their business requirements;
- ALT's statutory and policy obligations;
- views of the ALT's key clients; and
- risks associated with the venture.

The successful applicant will be expected to adhere to all relevant statutory provisions and to comply with the ALT's *Land Use and Development Policy*.

To be successful, applicants will also need to have suitable public liability and indemnity cover for their operations.

The ALT may enlist the assistance of individuals/organisations with relevant technical expertise and/or representatives from key stakeholder groups to assist them in assessing applications, before making its recommendation to the Minister for Indigenous Affairs.

The ALT's long-term goal is to hand back control of the estate to Indigenous people under sustainable management arrangements. The ALT sees the EOI process as a key step in developing these arrangements.