



An Australian Government Initiative



Regional
Development
Australia

YORKE AND MID NORTH

Request for Tender: Yorke and Mid North Retail Strategy

April 2026



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Background and purpose

Regional Development Australia Yorke and Mid North (RDA Yorke and Mid North) is a not-for-profit incorporated association tasked with working with regional stakeholders and partners to grow the economic prosperity and improve the liveability of the communities of the Yorke and Mid North region.

We are part of a network of 50 RDAs established across Australia under a charter issued by the Australian Government, and are funded by the South Australian and Australian governments and eleven local government authorities within the Yorke and Mid North region:

- Barunga West Council
- Clare and Gilbert Valleys Council
- Copper Coast Council
- District Council of Peterborough
- District Council of Orroroo Carrieton
- District Council of Mount Remarkable
- Northern Areas Council
- Port Pirie Regional Council
- Regional Council of Goyder
- Wakefield Regional Council
- Yorke Peninsula Council.

The retail sector in the Yorke and Mid North is dealing with host of unique changes and challenges (e.g. drought, algal bloom, population change), at the same time as the wider changes being experienced by the sector as a whole (cost of living, online retailing, and retail consolidation).

In order to remain relevant and appealing to shoppers and support the economy of regional towns, shopping precincts need to be attractive, offer relevant products, and provide positive consumer experience. **The Yorke and Mid North Retail Strategy** (the Strategy) will provide retailers, marketers and stakeholders with information and guidance around opportunities for growing and enhancing the retail sector in the region.

The Strategy will concentrate in the first instance on the towns of Clare, Jamestown, Kadina and Port Pirie (the target locations), as well as providing insights relevant to other rural service centres across the region.

Brief

RDA Yorke and Mid North invites tenders from suitably qualified and experienced consultants to produce the Strategy that details:

- The composition, key features and characteristics of existing retail in the target locations;
- Trends affecting retail business in regional areas in the short, medium and longer term, and;
- Key growth opportunities of existing and complementary retail businesses (based on existing retail and expected trends) to strengthen the profitability and resilience of the existing (and expanding) retail sector.

The consultant will be responsible for providing this report detailing these insights, drawing on the consultant's own data sources, insights and experience as well as data and modelling sourced by RDA Yorke and Mid North from the following sources:

Scope of Review

The key components of the Strategy are to include:

1. Desktop review

- Identify and summarise any existing retail strategies for the region or target areas, including any specific priorities/actions identified within local government strategic planning documents
- Summarise key themes and research around trends impacting retail in regional areas over the short, medium and long term

2. Analyse existing retail market:

- Profile existing retail businesses by location (within target locations) and retail category
- Profile the stock of retail sites by location (within target locations) and occupancy status; this may be performed using existing market research that is current, specific to the target locations and credible.
- Analyse market data (provided by RDA Yorke and Mid North) to identify retail categories not being fulfilled locally (for both existing and new retail categories)
- Interview stakeholders (commercial real estate agents, councils, lessees, shop owners, Chambers of Commerce) to map the current situation and identify strengths and weaknesses.

3. Retail Opportunities and Growth Strategies:

- Identify gaps in the current retail mix and opportunities for viable new or expanded retail activity
- Develop strategies to retain and grow existing businesses
- Develop strategies to attract new retail businesses with offerings that complement existing retail.

RFT process

- Tenderers are to prepare their submissions using the response schedules attached as a Word Document.
- Tenderers are to lodge their response via email to mscholz@yorkeandmidnorth.com.au before the closing date, labelling the email “RFT response Retail Strategy”.
- Tenderers are responsible for meeting any costs associated with the preparation of their response.

RDA Yorke and Mid North reserves the right not to proceed with this RFT process at any stage, and to negotiate with the preferred tenderer(s).

Contact person

Questions regarding the RFT can be directed to Muriel Scholz, via the following contact details by 22nd April 5:00pm (ACDT).

Contact person Muriel Scholz
Economic Development Officer
Regional Development Australia Yorke and Mid North
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1300 742 414
0419 121 683
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51 Taylor Street, Kadina SA 5554

Timelines

The following timelines are provided to guide this RFT process; RDA Yorke and Mid North reserves the right to vary these timelines as required; all dates are expressed in reference to close of business (5:00pm) on any given day.

RFT released	13th April 2026
Questions on RFT close	22nd April 2026
Closing date for submissions	27th April 2026
Notification of successful applicant	1st May 2026
Commencement date for services	4th May 2026

Supplier requirements

- Public liability insurance (not less than \$10m) and professional indemnity (not less than \$5m)

The successful consultant will be expected to demonstrate the following skills and experience:

- Experience and understanding of the retail sector in regional areas
- Ability to interpret retail data and consumer behaviour
- Demonstrated experience developing place-based retail strategies
- Engagement and analytical skills
- Excellent verbal and written communication skills

Evaluation criteria

Tender responses will be assessed against the following criteria, with the corresponding weightings applied.

Criteria	Weighting (%)
Methodology	30
Prior experience	40
Price	30

Budget guidance

Project budget is \$30,000 excluding GST for the completion of the Strategy, noting the data and analytical support being provided by RDA Yorke and Mid North as the client.