

# Invitation for Expressions of Interest

Lease of 20m2 Premises at 75 Mandurah Terrace, Mandurah

Recreational and Leisure Business Opportunity

EOI Closes 2.00 PM Tuesday 26 October 2021



## **The Opportunity**

The purpose of this Expression of Interest is to invite recreational and leisure businesses to submit their interest to sublease 20m<sup>2</sup> of space within the Mandurah Visitor Centre.

Expressions of Interest are sought from experienced business operators with the necessary skills, experience, and financial resources to operate a recreational leisure activity from Mandurah's most popular waterfront tourist precinct.

All recreational and leisure activities will be considered during this EOI process.

## **Location**

The Mandurah Visitor Centre is located at 75 Mandurah Tce Mandurah. This location is known as the "Boardwalk Precinct"

The Boardwalk Precinct is constructed around Mandjar Bay and includes a number of tourist related businesses including café, fish and chips, ice cream and restaurants. It is also the location for boat and ferry cruises.

The Property has access to carparking to the north and south as well as public transport accessibility with a bus stop adjacent the Visitors Centre. Public toilets are located adjacent to the building.

Refer Annexure A – Map of Precinct

Refer Annexure B – Plan of Premises

## **Background**

Visit Mandurah are the Local Tourism Organisation responsible for the destination marketing, tourism development and visitor servicing for Mandurah.

Visit Mandurah seeks to sublease space at the Visitor Centre to introduce a new tourism product/experience to Mandurah that does not conflict with existing offerings within a 5k radius of the Mandurah Visitor Centre.

## **Sublease Heads of Terms**

Land:	Reserve 42050, Lot 310 on Deposited Plan 405533 being the whole of the land comprised in Crown Land Title Volume LR3167 Folio 430
Premises:	That part of the Land depicted on the plan detailed at Annexure B being approximately 20m <sup>2</sup>
Address:	75 Mandurah Terrace, Mandurah
Term:	8 months
Further Term	36months (subject to head lease renewal between City of Mandurah and Mandurah Tourism in August 2022)
Commencement Date:	1 December 2021
Operating Times	Peak Season from 1 December to 31 March and public/school holidays to be 7 days a week  Low Season to be weekends only or as otherwise approved by Visit Mandurah.
Rent	\$10,000 per annum plus GST paid monthly in advance and is inclusive of utilities charges (electricity, gas and water)
Rent Reviews	Rent will be reviewed annually by CPI + 2%

Permitted Purpose      Recreational leisure activities for tourists that are non conflicting with existing tourism experiences and attractions within a 5k radius of the Mandurah Visitor Centre

### **EOI Response Format**

Each proponent is required to lodge a submission in relation to their nominated activity and demonstrate their capabilities to establish and operate their business successfully in the following key areas:

#### Proposed Business Activity

- Provide an outline of the proposed business activity
- Demonstrate how the business will add value to the tourist experience in Mandurah
- Provide a brief marketing plan outlining how you will promote the business and your signage requirements

#### Design and Specification

- Provide a description of the business plant and equipment that will be used.
- Should your business operation require additional space or services inside the Mandurah Visitor Centre please detail those requirements

#### Financial Capacity

- Demonstrate your financial capacity to deliver and manage the proposed business activity.
- Tell us what your initial capital investment will be to establish the business and how you will fund it.

#### Experience

Outline previous experience in operating a similar business and provide three (3) referees who can be contacted or interviewed.

### **Evaluation Criteria**

In evaluating EOI submissions consideration will be given to:

- The appropriateness of the type of activity in that location
- The experience of the operator in conducting the proposed activity
- The suitability of the operators proposed health and safety measures
- The suitability of the operators proposed environmental management strategies

### **Lodging Your Expression of Interest**

#### **Submission Time and Location**

Submissions are to be lodged with Burgess Rawson by no later than 2.00pm WST – Tuesday 26 October 2021.

Submissions are to be emailed to [gperry@burgessrawson.com.au](mailto:gperry@burgessrawson.com.au)

Late or incomplete submissions will not be accepted.

Unsuccessful Proponents will be advised in writing.

#### **Enquiries and Contact Persons**

All enquiries regarding the EOI should be directed to Burgess Rawson in writing on or before three working days prior to closing date of EOI.

**Mr Graeme Perry**

**Mobile: 0419 907 354**

**Phone: 92880249**

**Email : [gperry@burgessrawson.com.au](mailto:gperry@burgessrawson.com.au)**



Annexure A – Map of Precinct



# Annexure B – Plan of Premises

