



Expression of Interest

Catering Lease of Chalet Healy Café and Kiosk for Its Yates Springtime at Araluen 2022

Introduction

Araluen Botanic Park is an extraordinary garden in a breathtakingly beautiful bushland setting, less than an hour's drive from the Perth CBD, nestled in the Roleystone Perth Hills, around 35kms southeast of the city. Renowned for its annual tulip festival, which takes place each springtime, where over 100,000 tulip bulbs put on the most spectacular show for the thousands of visitors who flock each year to catch a glimpse and capture the 'best' selfie, amid a carpet of rich colour! This is an exclusive catering arrangement for a dynamic caterer with a guaranteed patronage and profits.

The Opportunity, hours of trading & visitor numbers

Araluen Botanic Park has a renowned brand identity amongst Perth festival go'ers and attracts large volumes of patrons during the Peak season in late August to early October. The stunning Park opens at 9am until 6pm daily in peak periods over spring. The exclusive Catering Lease being offered is for the period 1 August 2022 to 30 November 2022 inclusive. Over the past 5 years, during the peak period, we have welcomed **70,000** visitors. The Café has a fully refurbished commercial kitchen that supports full waited table service restaurant style menu, a grab and go buzzer operation or licensed café style menus. The venue really offers endless business models for the right experienced and entrepreneurial operator. With a Kiosk attached to provide visitors with takeaway food and drinks, which lends itself to lower overhead costs during lower visitor periods. Reduced trading can be considered from the kiosk if a seven-day trade can be met, so the risks are minimal to the tenant, but the service is not compromised to the landlord and visitors.

Key considerations

- A focus on outstanding customer service values: Quality, enthusiastic, well-groomed, and attired service-driven staff
- Good communication skills
- Ability to provide consistent, quality Café & Kiosk food and drinks, as per menus mutually agreed between the Landlord and Tenant
- Ability to maintain exceptional standards of cleanliness and tidiness for both front of house and back of house is required, including publicly accessible Café toilets
- Sound practice of food hygiene, food handling standards and legislation, including a qualified and appropriate response to COVID-safe measures

Kitchen & Equipment

- A well serviced commercial kitchen exists in the Chalet Healy Café, with freezers, dry storage, and dedicated office space. Tables and chairs exist to service Café Patrons, indoors and outdoors, accommodating 120 visitors indoors and 30 outdoors
- The Kiosk is serviced by an external hatch to the decking area for takeaway food and drinks
- The Chalet Healy Café has its own restaurant style crockery, cutlery and glassware which may be used by the Caterer, provided any damaged or broken items are replaced by the end of the Contract. (It is recommended that a modern dining approach toward compostable and environmentally friendly options may be considered where possible and dependant on offerings)
- To comply with biosecurity policies, no fresh flowers, soil or honey may be brought on site, without written prior approval

Lease

- A Short Lease of just over 4 months to be offered to the successful candidate, during the peak visitor season **(August 2020 to November 2022 inclusive)**
- The Tenant will be responsible for covering the electricity, gas, telephone and water, which are separately metered, as well as waste removal costs during the Lease period. The Landlord will issue invoices to the Tenant for metered and measured utility costs
- Caterer to offer Araluen Botanic Park a percentage of revenue turnover, in lieu of fixed rent, for the Lease period, in addition to the utility costs specified above
- Detailed Lease terms, revenue from catering and exact visitor numbers during the Lease period over the past 5 years. Available during the site visit

*The Tenant will be required to vacate the premises by 30 November 2022, unless the Tenant is deemed suitable by the management of Araluen and interested in a longer-term arrangement.

Then a new Catering Lease may be offered for a longer term, to potentially include the provision of exclusive catering and or venue hire services to support private functions, such as weddings and special events.

Key Submission Information/Documentation required

- Cover letter including an ABN registration
- Your experience and qualifications, along with those of your staff
- Name and location of current/previous business
- Sample menus for each location; Café and Kiosk
- Evidence to demonstrate compliance with Food Safety Management, WH&S Management, Risk Management, Operational Procedural Management, Safe Work Method, Performance Standards and COVID Safety Plan & AHA COVID-19 Hygiene Course, plus Insurance coverage •Business references
- Catering Concession percentage offer, with an agreement to cover fixed utility costs
- Proposed trading hours during the Lease period, with suggested opening hours being 9am to 5pm each day and seven-day trading. Reduced weekday trading hours will be considered acceptable by prior negotiation between the Landlord and Tenant with advance notice, but not for weekends.

To assist in deciding if this is the opportunity for you, then don't hesitate to arrange a site inspection. Please call (08) 9234 2200 to arrange by appointment between Monday to Friday

Processing of Submission & Information

- A selection panel will review all submissions
- The selection panel will identify a short list based on the above criteria
- The Park Management will send notification to unsuccessful applicants directly after the shortlist has been identified
- All Expressions of Interest will be treated by the Interview Panel, Board and Park Management with the strictest of confidence

Submissions close Monday 23rd May 2022. Catering lease to be awarded on Friday 3rd June 2022

Submissions can be delivered by email by email to: sparravicini@araluenbotanicpark.com.au

Titled - Catering Lease EOI

Attention:

Ms S. Parravicini, General Manager

Araluen Botanic Park, 362 Croyden Road, Roleystone, WA 6111