



## Expression of Interest\*

### Fantastic Business Opportunity Spoonbill Café at Hunter Wetlands Centre Australia

28 April 2017

(\*updated)

#### **HWCA and Spoonbill Cafe**

HWCA is a 30-year-old community-owned, not-for-profit charity with a goal of wetland conservation, environmental education and eco-tourism.

Spoonbill Café has been operated by HWCA for the past 4 years, using a mix of paid staff and volunteers. The café has operated between 10am and 2pm Mondays to Sundays, with an 8.30am start on Sundays during the warmer months during which a 'Breakfast with the Birds' tour is also offered by HWCA staff. The HWCA has now decided it no longer wishes to manage the cafe, and wishes to lease it to an external provider.

The cafe offers an excellent business opportunity for an enthusiastic operator.

With ever changing and scenic views over the wetlands with numerous waterbirds, such as black swans, a larger covered dining deck area and internal space offer the opportunity to cater for not only visitors to the Wetland Centre but an opportunity to develop a destination cafe.

The Wetlands Centre offers the opportunity to provide meetings, conferences and vents catering. In addition, events such as weddings are part of the business offering with considerable potential for further development.



Furthermore, the proximity of Newcastle University offers an opportunity to further develop the cafe as a place for off side meetings and lunches.

With existing seating, a commercial kitchen and much of the needed equipment, the cafe offers an almost turn key solution, or the opportunity for you to reconfigure and reequip should you wish.

An innovation and enthusiastic operator has an incredible opportunity to further develop a business which capitalises on the Wetlands Centre's highly accessible location next to the University bypass, and its unique location.

HWC is open to a range of business models and proposals. For example, can include extending the hours to include evening dining or significantly building the vents catering business for weddings etc by using the HWC's existing infrastructure of meeting rooms, wedding glades and the like.

### **Interested?**

**We are happy to talk further to assist you in determining if the cafe meets you needs and in refining a proposal. Please call the CEO Stuart Blanch on 0403209805, or email [ceo@wetlands.org.au](mailto:ceo@wetlands.org.au).**

### **Lease terms**

HWCA is happy to negotiate lease terms. We want to reach a solution that best meets your needs and ours. Please discuss!

### **Assessment Criteria**

Matters will we consider include:

- Product offering
- Hours
- Financial outcome for HWCA
- Customer experience
- Willingness to work with a community organisation
- Plans for growing and improving the café, and catering business, and
- Capacity to deliver

### **Other information we are likely to require**

If you proceed to lodge a proposal with us

- Documentation of your response to the above criteria
- Your experience in hospitality and catering ;



- Your proposal for Spoonbill Café hospitality and events catering;
- Examples of menus
- Your financial capacity to own and manage a café at HWCA; and,
- Referees.

Ends

