



## Expression of Interest\*

### Leasing Spoonbill Café at Hunter Wetlands Centre Australia

16 November 2016

(\*updated)

#### Invitation

Hunter Wetlands Centre Australia invites submission of Expressions of Interest from suitably experienced and capable catering and hospitality businesses to lease Spoonbill Café for a period of up to five years.

#### About 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 currently operates between 10am and 2pm Mondays to Saturdays, and from 8.30am till 2pm on Sundays during the warmer months during which a 'Breakfast with the Birds' tour is also offered by HWCA staff.

HWCA has relied upon volunteers to perform a range of tasks in Spoonbill Café in recent years.

Proposals for the proposed lease do not need to include the use of volunteers and may be on a strict commercial basis. However, Expressions of Interest which propose to include the use of volunteers are also welcome.



**Lodgment**

Please send Expressions of Interest to the CEO Stuart Blanch, or contact him to discuss the Café, at [ceo@wetlands.org.au](mailto:ceo@wetlands.org.au), or by mail to PO Box 66, Shortland 2307 NSW.

**Timeframes**

The Expression of Interest process will be followed by a targeted tender process or direct negotiation.

**Payment arrangements**

HWCA proposes to enter into a lease agreement whereby the lessee pays HWCA a monthly lease fee plus a percentage of income.

**Information**

Information about the Expression of Interest process and Spoonbill Café may be sought from HWCA CEO Stuart Blanch by contacting him on 0403209805 and [ceo@wetlands.org.au](mailto:ceo@wetlands.org.au), or seeking a meeting.

**Assessment Criteria**

HWCA will assess Expressions of Interest against the following criteria to maximize value for money to HWCA:

- Financial outcome for HWCA
- Customer experience
- Capacity to work with a community organization
- Plans for growing and improving the café, and
- Capacity to deliver

**Information required to be submitted**

Please provide a letter outlining

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

Ends

