

EOI The Opportunity

Grants Kiosk & Tearooms

Contents

The opportunity	3
EOI schedule	3
Park profile.....	5
Precinct map	6
The region	7
Lease / Licence proposal	9
Floorplan	10
Evaluation criteria	12
Useful resources	13
Contact and expressing interest	13
Application form	14
Conflict of interest declaration.....	15
Disclaimer	16

Authorised and published by Parks Victoria
Level 10, 535 Bourke St, Melbourne VIC 3000
Copyright © Parks Victoria 2018

Photography acknowledgements: Parks Victoria, Scott Crabtree



The opportunity

Grants Kiosk & Tearooms

EOI schedule

Stage 1 EOI Opens
14 March 2019

Site Inspections
27 March & 3 April 2019

Applications close
17 May 2019

Where the schedule varies to the above, registered applicants will be notified of changed dates.

Only one hour from Melbourne, set amongst majestic Mountain Ash, Tree Ferns and lyrebirds in the Dandenong Ranges National Park, is Grants Kiosk & Tearooms, an essential part of any Dandenong's itinerary.

Currently trading as Grants on Sherbrooke, Grants Kiosk and Tearooms (Grants Kiosk) sits inside Grants Picnic Ground in the spectacular Dandenong Ranges National Park (DRNP). Grants Kiosk offers opportunities for picnicking, coffee and meals and easy access to a range of nature based experiences. Grants Kiosk is a popular destination for both local and international visitors to the region.

The majestic Mountain Ash eucalypts (the largest flowering plants in the world) and tree ferns are one of the main visitor attractions to the site, and allow for spectacular viewing whilst enjoying one of the many walking tracks that lead to and from Grants Picnic Ground. Superb Lyrebirds live in and around the park and can be easily heard by those who know what to listen for.

The spectacular national park setting, proximity to Melbourne, existing infrastructure (with potential to repurpose the bird feeding area) and strong annual visitation, provide the foundation for Grants Kiosk to be an engaging and sustainable nature based tourism destination for the next 21 years.

An opportunity to create an immersive nature based visitor experience is now available, via a lease of up to 21-years.

The successful proponent will develop a business model for the operation of Grants Kiosk that is relevant and engaging for both international and domestic visitors, demonstrating a strong commitment to environmental sustainability.

“A café experience like no other with cathedral ceilings revealing the majestic Mountain Ash trees beyond.”

Matt Hoogland, Area Chief Ranger, Parks Victoria

Parks Victoria is seeking a high-quality operator with a vision aligned to Parks Victoria and national park values, and the expertise and funding to ensure Grants Kiosk remains a high-quality engaging and sustainable nature based tourism experience.

Parks Victoria continues to strive to build an environmentally sustainable organisation across all aspects of our business, which includes our partner organisations. Applicants should demonstrate how they will embrace environmental sustainability in addition to ensuring 'inclusive communities' by reducing social and cultural barriers experienced by people with disabilities.

Features

Lease area

- Main building, currently with, sales area, kiosk, kitchen, tea room (seats over 100), office, staff toilet, store room and outdoor timber deck (seating for 50)
- an area around the main building
- outdoor group shelter / pavilion
- southern and northern toilet blocks
- staff parking area
- existing visitor bird feeding area

Licence Area

- 88 car parking spaces (6 disabled), parking for 7 coaches and 2 mini buses and the bus turning loop

Public Spaces

- Barbeques and picnic tables
- Walking tracks - Margaret Lester (500 m), Hardy Gully Nature Walk (700m) Eastern Sherbrooke Forest Walk (7.1km)

“ Bird feeding has been a popular activity at Grants Picnic Ground. However, this has had impacts on the natural composition of the bird community and other natural values at the site. This, coupled with the potential risks posed to bird health as well as visitor safety has led to the decision not to permit wild bird feeding under a new lease.”

Dr Mark Antos, Parks Victoria Manager Science and Management Effectiveness

Park profile

From a humble roadside service station to a purpose-built visitor attraction, Grants Kiosk has seen significant visitor growth and target markets and hosted over 750,000 domestic and international visits last year.

Location

Grants Kiosk is 46 km southeast of Melbourne and sits within Sherbrooke Forest, the largest section of the Dandenong Ranges National Park (DRNP). Grants Kiosk is within Grants Picnic Ground, just one minute from the village of Kallista. It is open to the public and has no entry fees.

Given its prime position on many day and overnight touring itineraries, Grants Picnic Ground is a key destination for local and international visitors.

Grants Kiosk falls under the Yarra Ranges Council.

Access



- **By road** - access to the site by car, bus or coach from Melbourne is via the M1 Freeway Bass Highway, and the Mont Dandenong Tourist Road and Monbulk Road.
- **By public transport** – A train service is available from Melbourne to Belgrave Station. From Belgrave Station a bus is available to Olinda and Sassafra. A range of private operators currently provide tours to the region which includes morning tea or lunch at Grants Kiosk as a part of the day tour itinerary.
- **By bike** – accessible via the Eastlink bike trail and the Dandenong Creek trail.
- **By foot** – Grants Kiosk is a short 650 metre (10 minute) walk from the Kallista township.
- **All-terrain wheelchair** - The Parks Victoria *Trailrider all-terrain wheelchair* and Sherpa volunteer program currently operates out of Grants Picnic Ground, and contributes to creating a more inclusive environment for visitors of all abilities.

Visitation

There were more than 750,000 visits to Grants Picnic Ground in 2017/ 2018 with consistently high visitor satisfaction monitoring. Visitors include tourists, walkers, diners, school groups, licensed tour operators and cruise ship guests.

On the weekends Grants Picnic Ground is a popular picnic destination and car/coach parking is in high demand. Key visitation peaks are during October to January, with a 2-hour average length of stay predominantly between 10.30am and 12.30pm.

Currently, Grants Picnic Ground is a popular short stay destination with an average of 10 international visitor buses daily, including strong interest from the Asian market. There are currently 30 Tour Operators licensed by Parks Victoria to visit the DRNP.

Parks Victoria anticipates that visitation to the site will be greatly influenced by the quality, style, management and marketing of the proposed business operation. As such, it is recommended that proponents conduct their own research.

Visitor bird feeding

Visitor bird feeding has long been associated with Grants Picnic Ground, however, it will not be permitted at the site under the new lease.

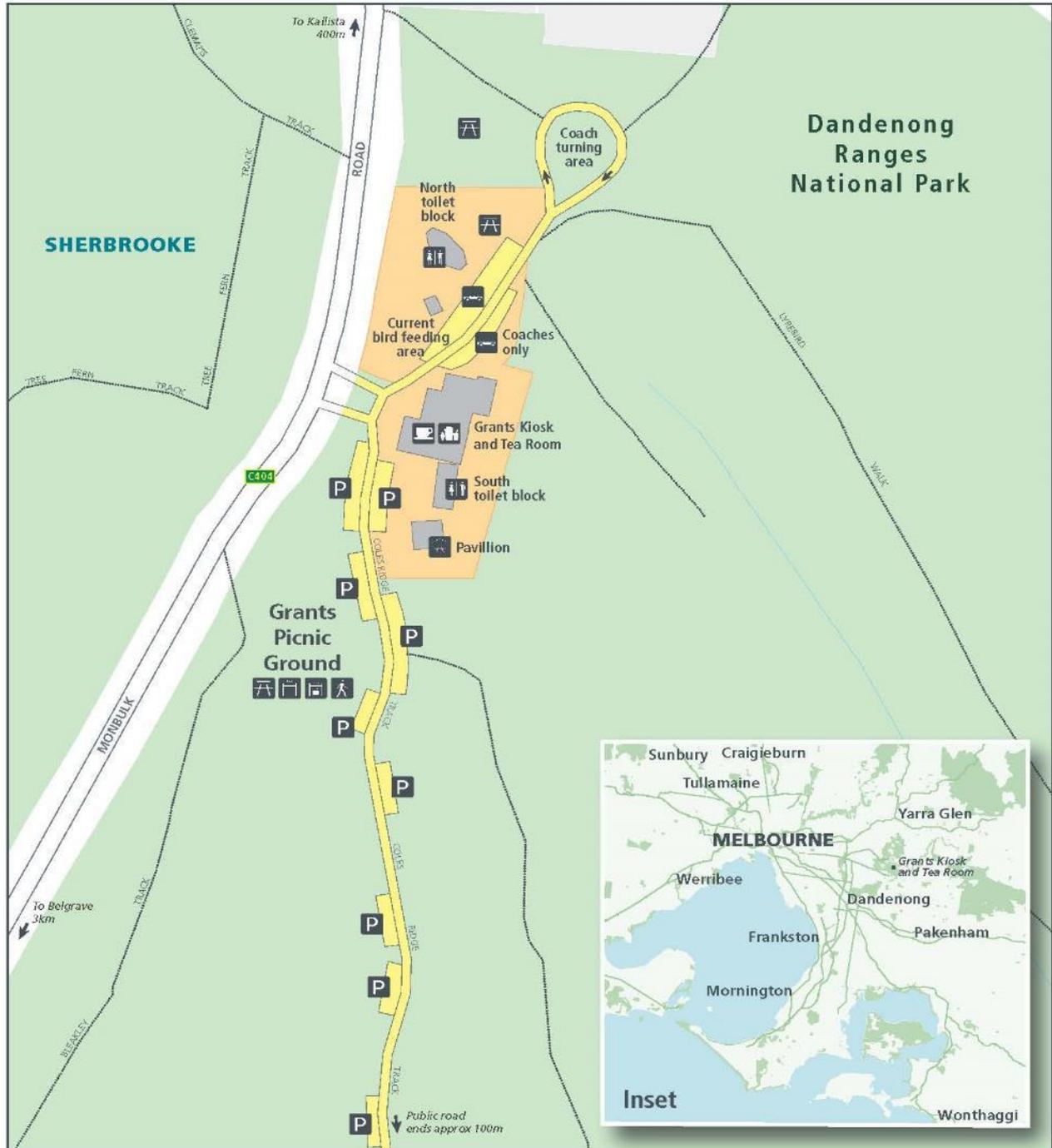
Bird feeding, has resulted in large numbers of Sulphur-crested Cockatoos at Grants Picnic Ground, which has displaced other native species and caused significant damage to trees in the park. Bird feeding is also inconsistent with messaging about not feeding wildlife in parks.

Applicants must ensure that their submission does not include visitor bird feeding as a part of their proposed experience.

Parks Victoria will manage the withdrawal from bird feeding to minimise environmental impacts, including the welfare of the birds. This may include an on-site ranger presence at the commencement of the new lease to assist with public education.

Precinct map

Grants Kiosk and Tea Room Precinct Map



- | | | | |
|---------------|----------------------|----------------|---------------|
| Lease area | Toilet | Picnic table | Coaches only |
| Licence area | Cafe | BBQ (Electric) | Car parking |
| National park | Food available | BBQ (Gas) | Walking track |
| | Pavilion with tables | Walking | |

www.parks.vic.gov.au
 Disclaimer: Parks Victoria does not guarantee that this data is without flaw of any kind and therefore disclaims all liability which may arise from you relying on this information. Cartography by Parks Victoria February 2019.
 For mobile App search for Averta PDF Maps



The region

Cool mountain elevations afford spectacular views of parklands, gardens, sclerophyll forest landscapes, walking trails and more. Rich in its appeal, the Yarra Valley and Dandenong Ranges region receives 5.8 million visitors per annum.

History

A set of low mountain ranges, the Dandenong's were created 300 million years ago from a great volcano cauldron near the present town of Olinda.

Originally used by the Bunurong and Woewurrong Aboriginal people, the Dandenong Ranges became an important source of timber for early Melbourne and much of the forest was cleared. Farming became established as roads and railways were built.

The area became popular with tourists from the 1870s onwards. Fern Tree Gully was first reserved as a park in 1882 and other areas followed. The 'Puffing Billy' narrow-gauge line from Ferntree Gully to Gembrook was opened in 1900.

It wasn't long before the area started to become a place of respite and retreat for Melbourne's workers, who were drawn to the area as a popular holiday destination during the early 1900s. They stayed in the guesthouses and resorts that were dotting the hillsides. Visitors would wander amongst the gardens and enjoy picnics in the orchards of Silvan and amongst the waterfalls found along the many creeks and streams.

The Dandenong Ranges National Park was established in 1987 and

Grants Kiosk was established by a local builder (Mr Grant) in the 1950's, who constructed a small kiosk to provide basic services to passing motorists. The most recent upgrades to the kiosk buildings were in 2004. The toilet block in the bird feeding area was constructed in 2011.

Traditional Owners

Parks Victoria is committed to working collaboratively and respectfully with Traditional Owners, and creating partnership opportunities with Traditional Owner groups on the Parks estate.

Three Traditional Owner groups (the Wurundjeri, Bunurong and Boon Wurrung) claim to have connection to the Grants Picnic Ground area, and consider this to be part of their Traditional Lands.

In stage one submissions, applicants should note any potential opportunities for participation and engagement of Traditional Owners in the delivery of their visitor experience.

Applicants invited to submit a full proposal in stage two of the EOI will be provided with the detail of any Traditional Owner engagement requirements.

Regional highlights

Attractions

The Dandenong Ranges Official Visitor Site recognises Grants Picnic Ground as a key visitor attraction. Others include Puffing Billy, Sky High at Mount Dandenong, Glen Harrow Trees Adventure, William Ricketts Sanctuary, Dandenong Ranges Botanical Gardens, Pirianda Gardens, Miss Marple's Tearoom and Burrindja Cultural Centre.

Activities

Visitors to the area enjoy bushwalking and hiking on the many tracks and trails, including the Kokoda Memorial Walk (1000 steps), road cycling and mountain biking, scenic drives, and visiting a range of coffee shops, craft, antique shops and nurseries.

Events

Local major events include the Tesselaars Tulip Festival, Oxfam Trailwalker, Great Train Race and the Rhododendron Festival and Cloudehill Spring Festivals.

Biodiversity



581

Indigenous plants



498

Flora species



191

Fauna species

The Dandenong Ranges National Park is rich in wildlife with 130 native bird species, 31 native mammals, 21 reptiles and nine amphibian species recorded.

It is an important site for protecting the breeding of large forest owls and regionally significant wildlife including the Superb Lyrebird and Black Wallaby. The Superb Lyrebird is its most famous inhabitant. People all over the world are fascinated by the ability of this bird to mimic the calls of other bird species, and by the dancing display and beautiful tail of the male.

The park is one of the closest locations to Melbourne where they can be observed in their natural habitat, A predator control program helps to combat their decline.

Other native birds most frequently seen in the park include Sulphur-crested Cockatoos, Crimson Rosellas, Laughing Kookaburras, Eastern Yellow Robins, Yellow-faced Honeyeaters, and Pied Currawongs.



Grants Picnic Ground User Visitor Segments



22%
Nature admirers



24%
Trail users



29%
Passive and other users



20%
Urban Socials



5%
Access made easy

Lease / licence proposal

Realise the full potential of Grants Kiosk and Tearooms by maximising the location, infrastructure, diversity of product offering and visitor markets.

Lease and Licence footprint

The lease and licence area is highlighted on page 6 and includes the main café building, the southern toilet block, pavilion, the current bird feeding area and the northern toilet block. There is potential to repurpose the current bird feeding area for an alternate use, and to integrate visitor toilets into the main building (subject to planning approval)

Services in the lease area include town water, 2 septic tanks (4500l and 3200l), a 1100 litre grease trap, 3 phase power and natural gas.

The licence area includes the bus parking bays and turning loop to the north and car park to the south. The licence will have the same term as the lease.

Zoning and types of activities

Grants Kiosk and Grants Picnic Ground is zoned Public Conservation and Resource Zone (PCRZ) under the Yarra Ranges Planning Scheme.

Planning overlays include a Heritage Overlay (HO302), a Significant Landscape Overlay (SLO10), an Environmental Significance Overlay (ESO) and a Bushfire Management Overlay. As the park is in a high fire risk area, the Park Emergency Management Plan requires park closure (including Grants Kiosk) on designated high wind damage or fire risk days

Any proposed developments should be clearly highlighted in your EOI submission and include comment on how your proposal aligns with the requirements of the planning scheme.

Offers being sought

Both financial and non-financial benefits are being sought from the successful proponent.

In addition to rent, applicants should highlight how they intend to contribute to the park and greater community which could include partnerships, jobs creation, enhanced visitor experiences or the attraction of new target markets, amongst others.

Lease arrangement and term

A lease and licence will be issued under the National Parks Act Vic (1975). A term of up to 21 years is available.

The lease and licence can be granted by the Minister for Energy, Environment and Climate Change, and is subject to endorsement by the Parks Victoria Board. The National Parks Act Vic (1975) requires that the Minister consult with the National Parks Advisory Council before granting a lease.

Commencement of both the lease and licence is anticipated to be during February 2020.

Documentation and costs

The successful proponent will enter a lease and licence. Applicants invited to submit a full proposal in stage two of the EOI will be provided with the standard lease and licence documents.

The agreement(s) may be amended to address items specific to the successful proponent's proposed use, the premises and the operation and management of Grants Kiosk and Tearooms. Examples include any development works, as committed by the proponent; the provision of an annual maintenance report on the lease area by the proponent and the requirement to provide and maintain clean visitor toilets and to keep the bus licence area clean.

Proponents will not be granted any rights or interests in the business other than those outlined in the lease. For example, goodwill in the business beyond the term of the lease, the right to sell the business or retain any intellectual property in the business name, except where permitted by the lease.

Applicants are responsible for any costs associated with a proposal including assessments required as a part of the planning and approvals process and proposed developments. Unless prohibited by law, the Proponent will be required to reimburse Parks Victoria for all costs incurred in the preparation of the documentation (including legal fees).

Agency

If applicants are responding through agents, proposals must; note that the agent is acting for, and will be remunerated by the proponent and provide formal written confirmation of authority from the proponent.

Parks Victoria will not deal with or recognise any party other than those who are referred to as the formal authority.

Floor plan

GRANTS KIOSK AND TEAROOMS



www.parks.vk.gov.au
 Disclaimer: Parks Victoria does not guarantee that this data is without flaw of any kind and therefore disclaims all liability which may arise from you relying on this information. Data source: acknowledgements: State Digital Mapbase, The State of Victoria and the Department of Environment and Primary Industries. Cartography by Parks Victoria March 2018.

A dirt path winds through a dense forest of tall, slender trees. The path is composed of dark soil and is flanked by lush green grass and ferns. The trees are tall and thin, with some showing signs of decay or damage. The forest floor is covered in a thick layer of green vegetation, and the overall atmosphere is serene and natural. The text "Proposal assessment" is overlaid in white, bold, sans-serif font across the middle of the image.

Proposal assessment

Evaluation criteria

Proposals will be assessed by a Parks Victoria Assessment Panel in a two-stage process, against key selection criteria in accordance with leasing policy, legislation and management strategies. Applicants should ensure their stage one submission thoroughly addresses the evaluation criteria listed below.

Proposal concept 25%

- Proposal description including proposed activities, days and hours of operation and any innovative features
- Any proposed modifications, fit-out or development works, noting the cost and year of completion
- Proposed lease footprint and lease term being sought (up to 21 years), stating reasons why

Strategic alignment 20%

- Alignment with Parks Victoria's corporate goals and vision and the Dandenong Ranges National Park Management Plan
- Alignment with requirements of the planning scheme and National Parks Act (1975)
- Alignment with other relevant strategies

Business management & viability 20%

- Demonstrated professional experience and credentials in managing a similar business
- Proposed business entity, including management structure and ownership
- Confirmed working capital requirements and business financing

Visitor experience 25%

- Clearly define the proposed visitor experience (visitor bird feeding will not be permitted)
- Outline how the new visitor experience(s) will engage visitors
- Detail any defined target markets and visitor number projections
- Demonstrate the extent the proposal will cater for visitors of all abilities

Environmental & cultural management 10%

- Outline how the business will evidence and promote environmental sustainability
- Outline any opportunities for engagement with Traditional Owners and other stakeholders and partners
- Highlight the approach to sustainably managing environmental and cultural values of the site

Shortlisted applicants from stage one will be invited to submit a full proposal in stage two of the EOI process. Refer to the EOI Essentials document on the Parks Victoria website for more information.

Useful resources

The following hyperlinks and suggested resources are not an exhaustive list. Proponents are advised to conduct their own research into applicable strategies, policies, documentation and aids that inform their proposal submission.

Hyperlinks

- [Parks Victoria – Shaping our Future](#)
- [Parks Victoria – Healthy Parks, Healthy People](#)
- [Dandenong Ranges National Park Management Plan](#)
- [Parks Victoria Disability Action Plan](#)
- [Parks Victoria Managing Country Together Framework](#)

Resources

- EOI Essentials with Parks Victoria
- Leasing Policy for Victorian Crown Land 2018
- Aboriginal Heritage Act 2006
- Victorian Visitor Economy Strategy
- Tourism Research Australia
- Accessible Tourism – Tourism Victoria
- Yarra Ranges Tourism Marketing Strategy 2017- 2020

EOI submissions

All EOI proposals are to be submitted via the Buying for Victoria Supplier Portal (formerly Tenders VIC) **before 4pm AEST on 17 May 2019**, together with the signed [Expression of Interest Form](#) and [Conflict of Interest Declaration](#) with **Subject:** EOI 201908 Grants Kiosk & Tearooms

A notification email will be sent upon receipt of the proposal. Late proposals will not be accepted, and the portal automatically closes at exactly 4pm.

Contact

Site Inspection:

Site inspections will be conducted on both the 27th March and 3 April 2019 at 10.00 am.

Interested parties can register for a site inspection via the Buying for Victoria portal (formerly Tenders VIC).

General EOI enquiries:

For all EOI enquiries, please visit the online forum at www.buyingfor.vic.gov.au.

Any questions received in relation to the EOI will be compiled into a Questions & Answers (Q&A) addendum document and disseminated to all registered parties via the Buying for Victoria online forum. To retain the probity of the EOI process, applicants should not contact any Parks Victoria staff member, except, in writing, via the online forum noted above.

Expression of interest form

Applicant's details

Name of organisation / applicant:

.....

Business Type: e.g. sole trader

ACN/ABN:

.....

Directors / Principals:

.....

Contact Person:

.....

Phone:

Email:

.....

Agent (if applicable):

.....

Name of proposed tenant (if different from applicant):

.....

.....

Applicant checklist

Have you:

- Read EOI Essentials
- Read the EOI Opportunity document
- Conducted further reading, research and investigations, as appropriate
- Conducted a site visit

Ensure you submit as a part of your proposal

- Completed and signed expression of interest form
- Your EOI Proposal with supporting evidence.
- Authorised conflict of interest declaration

I hereby submit an Expression of Interest for a lease for the Grants Kiosk & Tearooms.

Signed:

.....

Name:

.....

Date:

.....

Conflict of interest declaration

EOI application for the Grants Kiosk & Tearooms

All applicants are required to complete the following conflict of interest declaration. Where a relationship exists with any Parks Victoria staff member, please outline the details to be kept on record. Where a conflict of interest detrimental to the assessment process has been identified by Parks Victoria, a person may be asked not to participate in the EOI process.

Section 1: Applicant / prospective tenant

Name:

Position:

Business:

Contact:

Number:

Email:

Address:

Section 2: Conflict of interest

As an applicant in this EOI process I do not have any conflict of interest in this project (including an actual or a perceived conflict of interest).

OR

I have identified a perceived or actual conflict of interest with the following persons

.....
.....
.....

The conflict relates to (tick appropriate box/s):

- | | |
|--|--|
| <input type="checkbox"/> Relationship with staff member | <input type="checkbox"/> Conflict of duty e.g. membership of another Public sector or private organisation |
| <input type="checkbox"/> Relationship with family or friends | <input type="checkbox"/> Other (please detail): |
| <input type="checkbox"/> Relationship with external parties | <input type="checkbox"/> The conflict is expected to last (tick appropriate box): |
| <input type="checkbox"/> Financial interest | <input type="checkbox"/> 0-12 months <input type="checkbox"/> > 12 months <input type="checkbox"/> Ongoing |
| <input type="checkbox"/> Outside work activities (paid/unpaid) | |

To the best of my knowledge and belief, any actual, perceived or potential conflicts between myself, my business and Parks Victoria and/or the designated EOI Project Manager have been fully disclosed in this declaration form. I acknowledge and agree to comply with any directions from Parks Victoria in respect of any actual, perceived or potential conflict of interest.

Signed Name:

Date:

Disclaimer

Applicants must make independent enquiries in relation to their application.

This EOI is intended to provide background information.

Parks Victoria does not give any warranty, expressed or implied, as to the accuracy or completeness of any information contained in this EOI or which may be provided in association with it, or before the date of this EOI or in future by Parks Victoria, its officers or agents.

Parks Victoria does not take responsibility for any site impediments such as heritage status, permissible uses, encumbrances on title, native title claims and environmental, planning and other approvals.

Parks Victoria does not accept any responsibility to any applicant or third party under the law of contract, tort or otherwise for any loss or damage which may arise from anything contained in the EOI, any matter deemed to form part of this EOI, the supporting information or documents referred to in this EOI or any information supplied on behalf of Parks Victoria. All information given to an applicant and ultimately the preferred proponent by Parks Victoria or its respective officers or agents will be given on an 'all care and no responsibility' basis.

Applicants acknowledge and agree that the submission of a proposal does not create a process contract.

By submitting an application, the applicant agrees, without qualifications, to have acknowledged and accepted this disclaimer.

