



REQUEST FOR EXPRESSIONS OF INTEREST

Expression of Interest - Malanda Falls Caravan Park

Contract No.: T-TRC2023 -11

Request for Expressions of Interest

PART 1 – PREAMBLE				
<p>Tablelands Regional Council invites expressions of interest (Eoi) from suitably qualified Respondents for interested parties to enter into a long-term lease agreement for the on-going operation of Malanda Falls Caravan Park, for a period of up to 30 years as described in more detail in Part 4 – Scope.</p> <p>TRC is seeking innovative and experienced operators to provide high quality service, management, development and maintenance of the Malanda Falls Caravan Park. Following receipt of the Eoi submissions, an assessment process will take place with a view to establishing a shortlist for further information and written tenders.</p>				
PART 2 – GENERAL INFORMATION				
1. Contract details:	T-TRC2023-11 - Expression of Interest – Malanda Falls Caravan Park			
2. Communications by Respondents:	Communications regarding the Procurement Process must be submitted to Alex Payne, LJ Hooker Property Sales Consultant, alex@ljatherton.com no later than two calendar days prior to the time stated in Item 4 (as extended, if at all, pursuant to the Procurement Process Conditions).			
3. Briefing or site inspection:	Details – One Site Visit is Mandatory	Maximum attendees	Mandatory	RSVP
	Site Inspection, 38 Park Avenue, Malanda, Queensland on Wednesday, 30 August 2023.	Open	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	RSVP to alex@ljatherton.com by 5:00pm Monday, 28 August 2023.
	Site Inspection, 38 Park Avenue, Malanda, Queensland on Friday, 15 September 2023.	Open	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	RSVP to alex@ljatherton.com by 5:00pm Wednesday, 13 September 2023
4. Submission of Expression of Interest	<p>Expressions of Interest must be submitted via Tenderlink site, https://portal.tenderlink.com/trc by no later than 5:00pm on Thursday, 21 September 2023.</p> <p><i>Note// Adequate time must be allowed for the Expression of Interest and all supporting documents to be uploaded or received by this time.</i></p>			
5. Evaluation Criteria	Evaluation Criteria			Weighting (%) (Optional)
	<p>Business Profile (Local, Social and Sustainability) – The demonstrated contribution to the local economy and the development of competitive local businesses and industry within the Tablelands Regional Council. Information required could include the following details of the proposed project team:</p> <ul style="list-style-type: none"> • Social benefits provided to the local community; • Organisational environmental values; • Knowledge of the region; and • Letters of community support 			15%
	<p>Experience and Technical Capacity – The proponent’s capacity, capability and expertise to operate a commercial caravan park. Information required could include a list of relevant projects / contracts undertaken and for each project / contract provide:</p> <ul style="list-style-type: none"> • description and relevance to the tendered contract; • role of the tenderer; • contract cost; and • scope performed relevant to this tender; and • client name and contact details. 			30%
	<p>Maintenance and Upgrade – The proponent’s proposed plan for, and capacity to undertake, necessary maintenance and improvement of Site facilities.</p>			25%
	<p>Commercial – The commercial viability of the proposal as demonstrated by the proponent’s business case.</p>			30%
6. Expressions of Interest should not be longer than:	N/A			
7. Complaints:	Complaints regarding Procurement Process to be directed to: TRC Procurement at procurement@trc.qld.gov.au .			

PART 3 – PROCUREMENT PROCESS CONDITIONS

The Procurement Process is governed by, and this Request for Expression of Interest is to be read in conjunction with, the Procurement Process Conditions:

available for viewing or download from <https://www.trc.qld.gov.au/download/procurement-policy/>

PART 4 – CONDUCT-CONFIDENTIALITY-DECLARATION FORM

The Conduct and Confidentiality Declaration Form is described in the document(s) attached to or provided with this Request for Expressions of Interest and identified as **Conduct-Confidentiality-Conduct-Declaration-Form---TRC**.

PART 5 – SCOPE

☒ The **Scope** is as follows:

TRC is looking for operators who can provide affordable, secure, sustainable and presentable accommodation facilities appropriate to the location.

- Applicants must ensure they are able to provide: Professional, courteous and friendly service for customers to the site.
- Maintain the facilities in a clean and tidy condition and carry out repairs as required.
- Ensure that the lawns, gardens and facilities are inviting and provide value add in terms of additional activities or events particularly during the peak tourist season.
- Maintain a supervisory presence at the Site and ensure there is someone present to respond to any issues that may arise.
- Prioritise the safety and well-being of visitors staying at the Site.
- Work with the Visitor Information Centre, local businesses and other accommodation facilities in the area to maximise the returns to the community from visitors staying and visiting.

The benefits to the Lessee are that any fees charged are to be retained by the Lessee, together with any income associated with the operation of the site. Outgoings paid by the Lessee will form part of the tender negotiation process. A draft salient term can be provided upon request.

General Information

Malanda Falls Caravan Park is located at 38 Park Avenue, Malanda. The facility is set amongst cleared land and fringing rainforest, with direct internal access to the Malanda Falls. The Site is located right on the edge of Malanda Falls Conservation Park, as well as the falls. There are self-guided and guided walks available, and the park is home to tree kangaroos, platypus, and a myriad of birds. There is a large pool below the falls ideal for swimming.

TRC is committed to the management of the site and seeks to grant a lease to an experienced caravan park operator on negotiated terms that are consistent with TRC objectives.



Figure 1 Malanda Falls Caravan Park Lot 22 on SP182452

The Caravan Park comprises of the following:

- Powered and unpowered camping, including grass and slab sites
- Accommodation facilities, including bedroom only cabins (4); units (4) and self-contained studio style villas (3)
- 3 x amenities blocks
- 1 x laundry facility
- 1 x camp kitchen
- 1 x games room/recreational area
- A two-bedroom managers cottage with attached reception area including storage area for linen and consumables

Park Map



Recent Capital Improvements (5 years)

- External painting to all buildings
- Electrical upgrades including installation of underground cabling
- Plumbing infrastructure upgrades throughout Site
- Refurbishment of amenities blocks (2 of 3)
- Refurbishment of villa style cabins (3 of 3)
- Refurbishment of reception area
- Replacement signage
- Surface repairs to internal roads
- Replacement of slabs on powered sites

Use

The Site may only be utilised for short term holiday accommodation. The Lessee must not permit a person to occupy the site for over 42 consecutive days, adhering to park rules and eliminating any potential inferred tenancy agreements. The permitted use may allow for the operation of a Kiosk or similar ancillary uses to the operation of a caravan park. Council has resolved not to enter into, or renew, moveable dwelling tenancy agreements as such the Site will currently accommodate guests on a short-term basis only. Changes to current use could be negotiated during the closed tender process.

PART 6 – RESPONSE SCHEDULES

The Expression of Interest must be submitted in the form provided in the Response Schedules attached to or provided with this Request for Expressions of Interest and identified as **Response-Schedules-RFEOI-T-TRC2023-11 Invitation for Eol Malanda Falls Caravan Park**.