

St Austell Town Council



Soft Market Assessment Concession Arrangement For Café and Toilet May 2019



Stepping Stones Party in the Park
Photo: Paul Williams



St Austell Town Council groundworkers at Polltair Park February 2019
Photo: Paul Williams

Soft Market Assessment - Concession Arrangement for Café and Public Convenience



Background:

- St Austell Town Council is exploring options around a new concession arrangement to operate a council owned premises as a Café and toilet from its award winning Poltair Park site in St Austell.

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Background:

- This Soft Market Exercise is to help inform the Town Council on how to shape any concession tender to attract interest from suitable suppliers and secondly help inform the best route to market.
- We see this as the start of the journey to find out more from potentially interested parties around potential interest to run a Café and Toilet from the Town Council's premier park and is an exciting opportunity for us to engage with potentially interested parties.

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Important note:

- This is a soft market assessment and is not part of any procurement process. It is purely investigatory in nature, although it may be used to assist the Town Council in defining both how viable it is as a proposition and a potential preferred procurement route to advance this programme. Providing a response will not preclude your participation in any future procurement exercise.
- With this in mind we are not looking for the following:
 - Solutions to any requirements;
 - Formal presented proposals which could be constituted as an offer;
 - Suppliers releasing or offering IPR related information or documents;
 - Evaluation of supplier competencies or capabilities;
 - Short listing, selecting proposals or contracting on the back of this process.

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About the location

- Heavily used park during the summer/weekends – with peak summer days attracting over 300 people at any one time.
- Footfall during winter months will vary depending on weather.
- Footfall to/from Poltair Secondary School.
- Equipped play space and fenced court.
- Popular skateboard park
- Large green open space.
- Close to football club and adjoining bowling club.
- Close to library and police station.

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About our plans

In Poltair Park we need an operator to:

- Provide a community facility in the form of a public cafe operating from a newly erected building.
- Include a toilet available for the public during café opening hours & maintained / cleaned by the operator.

Other opportunities

- To run Town Council approved events on the open space.
- To run other evening events such as summer barbeques.
- To encourage the outdoor culture with outdoor space for tables / chairs.



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About the site restrictions for anyone operating the site

- Not permitted to sell alcohol / tobacco
- Not permitted to have gambling machines on premises
- Public Liability (£5m)
- Employers Liability (£5m)



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Tell us a little about you...

- As part of our engagement with potential interested parties we are keen to learn more about you.
- Accordingly we would be keen to hear more about you as part of your initial written response and any follow up discussions.
- Tell us about you as a business, your history and experience within the industry to date, your plans and what you consider your strengths are and what your values and ambitions are going forward – and what would excite you in bidding for this opportunity.
- Tell us about any community or environmental initiatives you may have been involved in, such as healthy eating or plastic free projects.

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What we would like to find out more about

- What would you consider the optimum term of any concession agreement?
- What type of menu do you feel should be provided?
- What do you feel are the optimum / best times to operate (winter / summer / hours etc)?
- Would you see the opportunity to use the open space for holding community events as a benefit?
- What would an operator see as onerous terms or conditions, e.g. Conditions on maintenance liabilities / obligations?
- How do you feel an operator might contribute to the smooth running of the park?
- Would it be more attractive to any prospective operator to have the site fitted out or more attractive to have a capital sum for the operator to kit it out?

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What we would like to find out more about

- Please let us know of any other issues you think may be of interest or value in us exploring further as part of our Soft Market Assessment, this may include things like client reference sites that may be of value to contact, what makes for a good tender document, pending changes in industry / sector practices etc.
- We would welcome your thoughts and your response to the Town Council by email to info@staustell-tc.gov.uk by

7 June 2019

- The Council would propose to publish any formal concession arrangement via Contracts Finder – if not already registered please look to do so (see here for more information <https://www.gov.uk/contracts-finder>)

Thank you for your time and interest

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