



Royal Prince Alfred Yacht Club

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Marine Business Opportunities

*Expression of Interest*



# Your NEW Work Space

WORKSHOP

OFFICE





# Royal Prince Alfred Yacht Club

A rare opportunity exists for a marine related based business that wishes to base themselves at a location offering world class facilities and a built-in client base.

On offer is a large workshop and office space which is available to the right business as a package or may be considered separately.

We seek a marine related business that will complement the 'one stop' convenience provided by our Boatyard and marine facilities to Club Members and visitors on the Club Marina.

## About RPAYC

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The **Royal Prince Alfred Yacht Club (RPAYC)** is regarded as one of the premier yacht clubs in the world. RPAYC is situated in Newport on Sydney's Northern Beaches, with easy accessibility to/from the beautiful waterways of Broken Bay, Pittwater.

The Club has extensive facilities including;

- 341 berth marina
- Boatyard (50 tonne travel lift)
- 70 hardstands
- Centreboard dinghy storage
- 18 moorings in close proximity with tender service provided
- Onsite tenant services
- Restaurant and multiple bars
- Gymnasium with qualified personal trainers
- Sail Training Centre

The Club's onsite tenants provide professional services to meet the boat maintenance needs of Club Members and visitors from Sydney and afar. Club tenants work with the Club's Boatyard to provide a 'one stop shop' for boat maintenance and the marina attracts visitors from all over the world.

The Club has over 1900 Members and there are 600 boats in permanent storage, visitor berthing is available and the Club welcomes thousands of visitors each year on the marina and through the boatyard.

Our Club offers year-round inshore and offshore yacht racing, cruising, centreboard dinghy racing, sail training and courses.



## The Layout

The Green Point 'Tenant' building is in a prime location at the left at the main entrance to the Club.

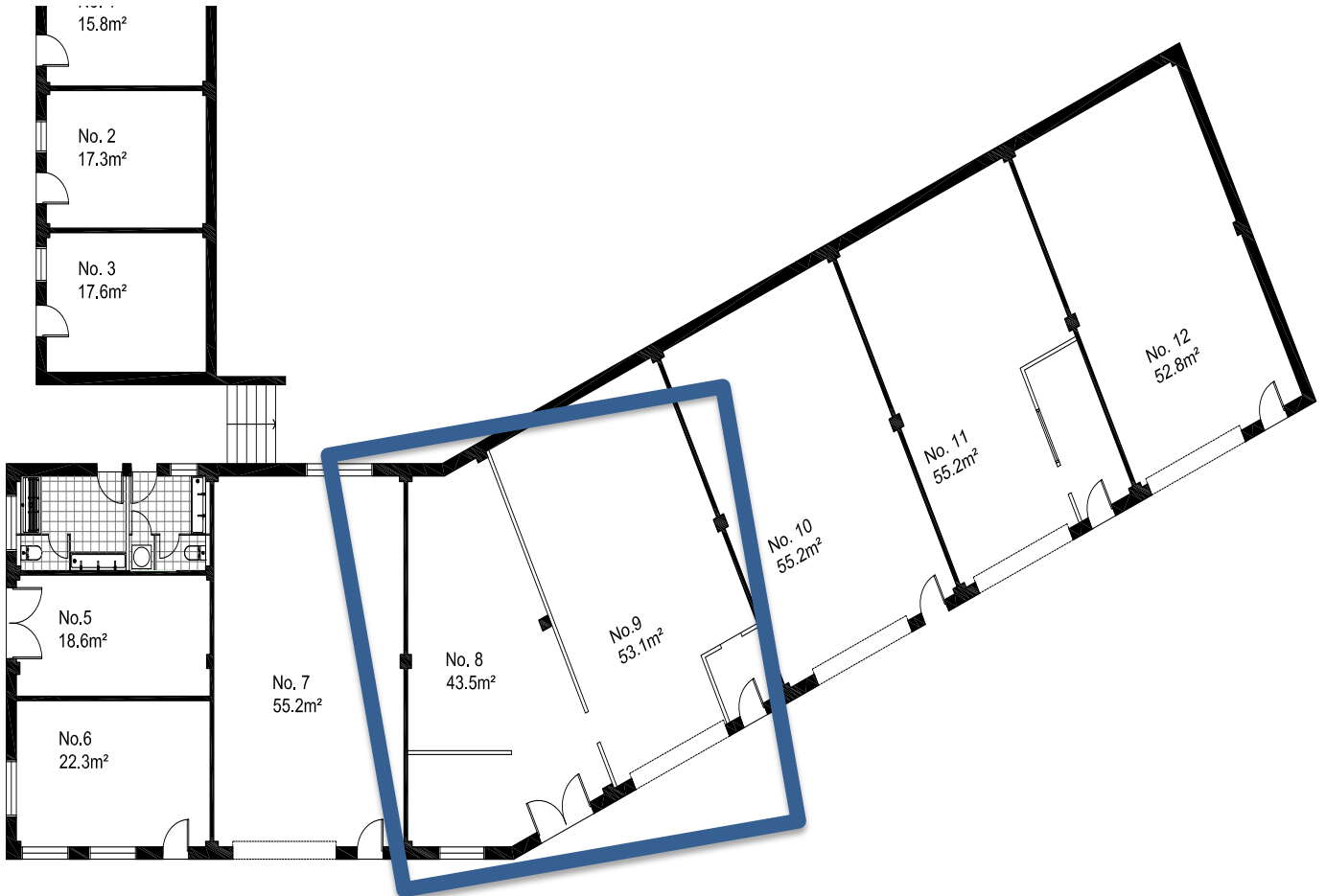
The space available includes an office on the entrance facing (north) and a large workshop on the lower ground facing the Green Point hardstand and boasts excellent access to the Club's Boatyard. The office has ample natural light and overlooks the Green Point Hardstand. *Note: floor plan is approximate only.*

## Office No.7, Office First Floor Plan



## Workshop #8 & #9 (lower ground) Green Point Building

Large connected area with ample space for workshop and storage. *Note: floor plan is approximate only.*



## The Expression of Interest Process

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Expressions of Interests are sought in order to;

- Provide assurance to the membership that the Club is ensuring the highest levels of service, expertise and Member preferred pricing is offered.
- Determine those applicants whose business is aligned with the service to Club members or Boatyard operations.

The selection process will be conducted in three stages:

### Stage 1

The EOI's submitted will be reviewed and reviewed on the basis of the selection criteria.

### Stage 2

The candidates that best meet the criteria will be shortlisted and contacted.

### Stage 3

The Club will make offers to the successful applicants to proceed to the preparation of lease contract stage.

Submissions should address the criteria and documentation supporting the application is encourages and should be attached as appendices. This will ensure the club can easily and fairly compare each of the submissions.

Documentation to support applications is encouraged and should be attached as appendices.



## Selection Criteria

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The Clubs' core selection criteria are set out below. No single criteria will dominate the selection process.

The selection criteria will include:

**1. Businesses ability to add value and provide benefits to Members**

The club exists for its members. It is therefore critical that all businesses operating from the Club provide exclusive benefits to members including priority service and concessional pricing. Applicants must demonstrate their ability to deliver quality at a competitive price, priority and advantage to Members. It is expected applicants will commit to a pricing policy for the term of their tenancy.

**2. Boatyard Operations**

The successful business may supply or provide services to Member and Non-Member boats on the Club's Boatyard which operates to a schedule which would require the applicant to prioritise works conducted on the Boatyard.

**3. A proactive approach to Environmental & Work, Health & Safety**

Applicants must demonstrate an understanding and proactive of Environmental and Work, Health and Safety standards.

**4. Track Record & Business Viability**

Applicants should demonstrate a successful track record in the proposed business. Applicants must demonstrate they have the financial resources and business skills to establish and maintain a viable business at the club.



## Site Inspections

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Appointments are essential and can be arranged by contacting;

Kylie Brown

Telephone: (02) 9998 3700

Email: [management@rpayc.com.au](mailto:management@rpayc.com.au)

## Submissions

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EOI Submissions should be submitted via;

Email: [management@rpayc.com.au](mailto:management@rpayc.com.au)

**“We look forward to you joining the team”**







## Royal Prince Alfred Yacht Club

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