



**Royal Prince Alfred Yacht Club**

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**Marine Business Opportunities**

*Expression of Interest*

# Your NEW Work Space



Office



## The Opportunity

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**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.

We're on the look out for a marine-related business to situate themselves within one of Australia's premier yacht Clubs.

Located in the Green Point building, this compact office space offers a rare chance to operate from a prime waterfront location with direct access to a strong and engaged sailing community.

We are seeking expressions of interest from marine-related businesses who will complement the Club's existing "one-stop" convenience provided by our marina, boatyard and marine facilities to Club Members and visiting vessels.

This opportunity would suit businesses such as

- Marine electronics and technology
- Yacht brokerage support services
- Marine surveying or consulting
- Sailmaking or rigging services
- Marine insurance or finance specialists
- Boat detailing or maintenance coordination
- Other marine service providers aligned with sailing

Key benefits include

- Prime entrance location
- Access to an established sailing client base
- Exposure to Club Members, marina users and visiting yachts
- On-site boatyard, marine trades and facilities
- Outgoings included in rent

The Club has extensive facilities including

- 341 berth marina
- Boatyard (50 tonne travel lift)
- Hardstands/ Centreboard
- 18 moorings with tender service provided
- Onsite tenant services
- Gymnasium with qualified personal trainers
- Sail Training Centre

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

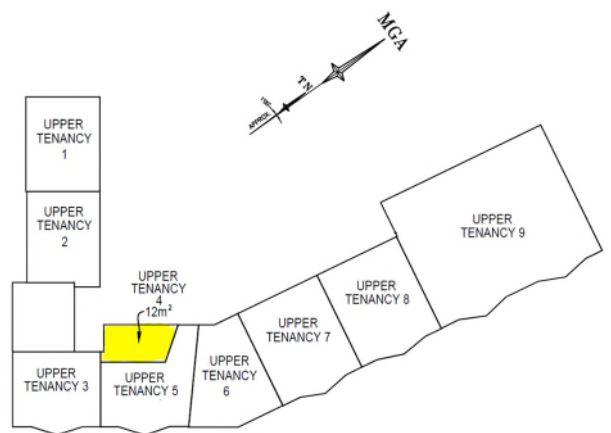


## The Layout – Office #4 Green Point Building

Located within the centrally positioned Green Point building, Office 4 presents an excellent opportunity to establish your business within the heart of the Club's marine precinct.

While compact at approximately 12m<sup>2</sup>, the office enjoys a highly visible and convenient location surrounded by marina, boatyard and waterfront activity, offering direct exposure to Club Members and visiting boat owners.

The current lease fee is \$713.47 per month excluding GST, inclusive of outgoings. Lease preparation fees will apply.



## Expression of Interest - Process

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Expressions of Interest are sought to ensure the Club continues to provide Members with high levels of service, industry expertise and competitive member focused pricing.

The process will identify applicants whose business operations and services align with the needs of Club Members, marina users and the Club's boatyard operations. The selection process will be conducted in three stages:

**Stage 1** submissions reviewed.

**Stage 2** submissions reviewed by Board.

**Stage 3** successful applicant contacted and Heads of Agreement signatory to proceed to lease preparation.

Applicants are encouraged to provide supporting documentation as appendices to their submission. Addressing the selection criteria in detail to assist the Club in fairly and efficiently comparing all applications received.

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

- **Business' 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.

- **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.

- **Proactive approach to Environmental & Work, Health & Safety**

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

- **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.

## Inspections

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Appointments are essential and can be arranged by contacting the Club. Telephone (02) 9998 3700 or 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)





## Royal Prince Alfred Yacht Club

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