



Scope to Sub contract Canteen Operations 2019

*A unique opportunity to gain a trading foothold in iconic New Farm Park and support Junior Soccer*

All enquiries to Secretary (Rachel Watson)

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## 1. About New Farm United Soccer Club

New Farm United Soccer Club is a grassroots soccer club operational since 1986. The Club house is located in New Farm Park and the Club has grown to over 400 players from ages 5-Adult.

NFUJSC is based on a philosophy of community, inclusion, fun and doing your best. The Club has a long history within the New Farm community and works collaboratively with the New Farm Neighbourhood Centre and New Farm Bowls Club. Brisbane City Council endorses the operations of the Club and offers a lease for the Clubhouse and fields.

*The Club's values are:*

- Participation
- Contribution
- Community connectedness
- Enjoyment
- Inclusion
- Diversity
- Gender equity

*The Club's key strategic plan objectives are:*

1. To retain a community approach to building and managing the Club, where people connect and contribute.
2. To manage succession and improve sustainability and viability.

### *Canteen operations*

The Canteen operates when games are being played on the home ground at New Farm Park and also is core to Club activities and events throughout the year, including Party In the Park, Holiday clinics, mid-year celebrations and Trophy day.

Currently, the Canteen is undergoing renovations and will be at commercial standard once completed with a functioning coffee machine, fridges, freezer, oven and dishwasher.

At times, the Clubhouse and fields are used by external groups (PRIDE, Government Soccer competitions, private parties etc) This will continue in 2019.

## Club profile

The following regional data covers New Farm, Fortitude Valley, Bowen Hills, Newstead and Spring Hill.

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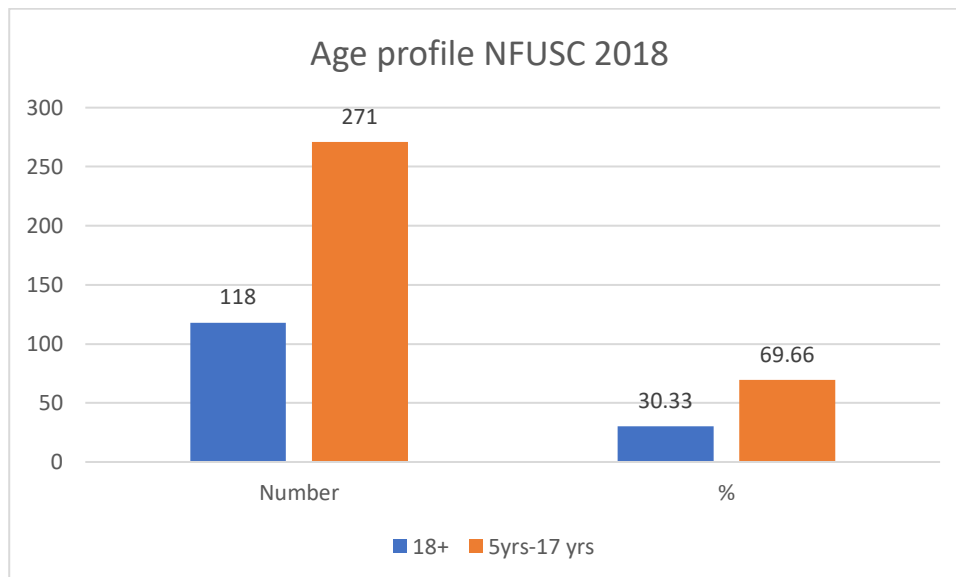
Residents	39 104 (projected to increase to 53,984 by 2026).
Median Age	33.1 years
Born overseas	34%
Population living in apartments	83.5%
Total families	2,108
Median family weekly income	\$2,059-\$2714 (compared to Brisbane \$2091)
Personal income >\$104,000/yr	15.3% compared to 11.2% for Brisbane.

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## Player profile

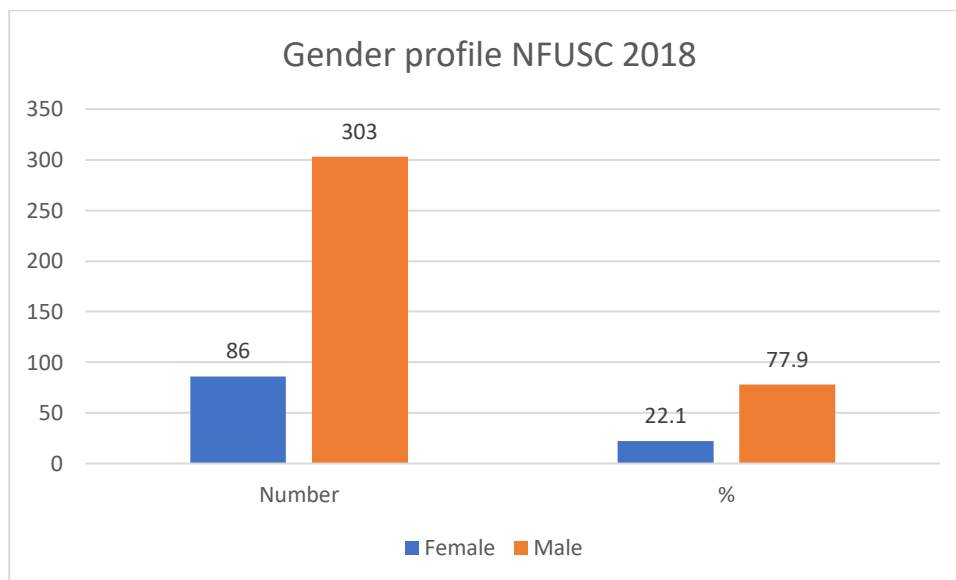
The following tables outline the number and proportion of players by age and gender for 2018.

Figure 1: Age profile NFUSC 2018



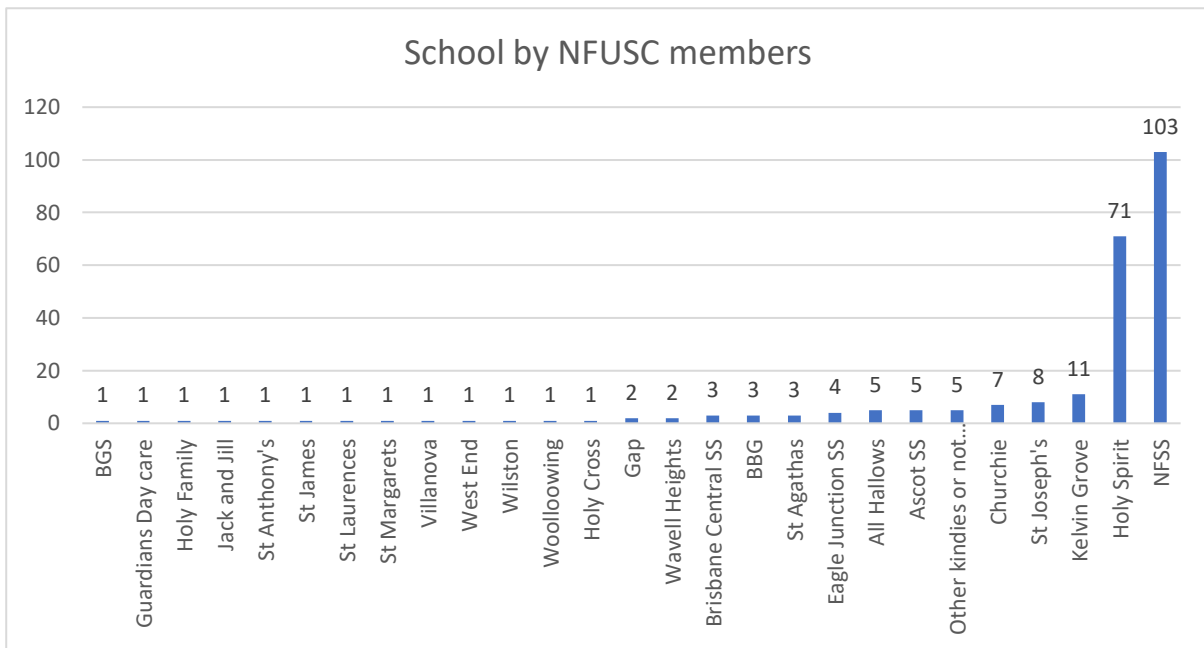
Seventy percent of players in 2018 were aged between 5 and 17. Correspondingly 30% of players were aged 18 and over.

Figure 2: Gender profile for NFUSC, 2018



Football Brisbane website indicates that the overall proportion of female registered players in Brisbane is 19.6% compared to New Farm at 22.1%. There has been a concerted effort

Figure 3: School by NFUSC members



While the majority of junior players attend local New Farm Schools (174 out of 277) almost 100 junior players attend other schools outside of New Farm. The majority of players reside in either New Farm, Fortitude Valley, Brisbane CBD, Teneriffe, Bowen Hills, Newstead and Spring Hill. This equals 274 players or 70%. Thirty per cent of players reside outside of these suburbs (equal to 115 players).

## Scoping details

### Minimum requirements

- The Canteen needs to be functional from 7:30am each Saturday morning for the duration of the season (March to September)
- End time will be dependent on the scheduling of Senior games, the earliest being 12:30.
- Details of game schedules will be provided
- Some Senior games are scheduled on Saturday afternoon and Sunday afternoon and will be confirmed with the successful vendor.
- The Club has at least 3 events throughout the year:
  - *Party In the Park*
    - A fun event to bring the Club together on a Saturday evening with activities for children and meals and beverages
    - Approx. 200 attendees
  - *Holiday Clinics*
    - Holiday clinics are offered in the school holidays with the Canteen being operational from 10 – 1pm
    - Approx. 20 – 50 Juniors + coaches
  - *Trophy Day*
    - At the conclusion of the season the annual trophy day occurs, this is either an afternoon/evening event or evening only. Canteen and bar operations are available
    - Approx. 200 attendees
- There are other one-off events that would be negotiated with the successful vendor. The primary operations must be to serve the parents, children and visitors to New Farm United Soccer Club and to uphold the values of the Club.

## Inclusions

- Small commercial standard kitchen
- Dishwasher – to be negotiated
- Fridges
- Freezer
- Coffee machine
- Storage room
- Fryer
- Pie warmers
- Bain Marie
- Microwave
- Outdoor table & chairs
- BBQ
- Temporary Liquor License in place – options to extended license, however no alcohol can be sold at the Canteen while Junior games are being played
- All electricity and water costs are included
- No fitout or upfront investment required

## Exclusions

- No signage can be attached to the roof of the Clubhouse, or external walls as it is within a heritage area. Umbrellas and signage on internal walls that are exposed once the roller doors are opened are within guidelines
- The current food license is for food that does not require cutlery, but this can be reviewed
- An Oil trap needs to be maintained
- All rubbish is currently removed via BCC garbage collection, extra rubbish removal is at the cost of the vendor
- The liquor license is in line with a community sports club criterion

## Opportunities

The canteen can be open other hours outside the requirements of home match day. A menu that caters to diverse dietary requirements would be preferred. Options for breakfast, lunch, snacks and quick energy bursts ( half time snacks ) are essential. If the canteen hours are extended the menu can change to accommodate evening meals and afternoon snacks. The menu will need to be presented to the Committee for endorsement. It will be expected that the Vendor will enter into a working partnership with New Farm Soccer Club and it will not be a 'transactional' 'contracting arrangement

## Other considerations

- The first home game for Capital 1 is 25<sup>th</sup> February, successful applicant will need to be operational for this date, with an understanding that full operations will not be until 16<sup>th</sup> March.
- The Clubhouse is being utilised by New Farm Neighbourhood during weekdays and some evenings for groups, whilst the New Farm Centre is being renovated. There will be expectation that the successful vendor will be able to work in partnership with Communify (New Farm Neighbour Hood Centre) and NFUSC in the transitional period.

- The Clubhouse is also being renovated to upgrade the kitchen, storage and refrigeration, this may interrupt operations of the Canteen for a period of 6 weeks, all efforts will be made to enable canteen operation for weekends.
- All current stock , including alcohol must be purchased from the Club at cost price.
- A deposit of \$5000 is required, this is full refundable dependant on a successful operation of the Canteen
- Due to the interruptions to normal trading the first 6 months of the contract will be minimal/low rent in acknowledgement of the limits to generating income.
- The contract will be for 12 months to enable outside season trade to occur.
- In 2018 the Canteen made a profit between \$10k to \$12k, however the canteen has been staffed partially by volunteers
- This is a rare opportunity to get a trading foothold inside New Farm Park
- A meeting at the Clubhouse can be arranged upon request

### **Proposals**

All tenders outlining the proposed menu, style of operation and projected rental to be sent to Secretary by **Monday 4<sup>th</sup> February 2019**. Any questions are to be sent via email to secretary – [secretary@newfarmsoccer.com.au](mailto:secretary@newfarmsoccer.com.au). Successful vendors will need to be partially operational on 25<sup>th</sup> February and fully operation at the commencement of the season, 16<sup>th</sup> March 2019.