

PART 3 – ASSESSMENT CRITERIA

Criterion 1 Experience, capability and resources of Tenderer to best meet Council's Requirements

1.1. Assessment Criteria

Appropriate and relevant experience, capability and resources to provide Council's Requirements.

1.2. Requirement

Tenderers are to provide details of their:

- a) past business experience;
- b) specific detail on their experience in the operation and management of a golf course;
- c) capability to operate the golf course;
- d) technical, financial and other resources (e.g. staff, equipment, other considerations), they have available to best meet the needs of Council as set out in this Request for Tender;
- e) a list of any sub-contractor as in 1.3 below; and
- f) business/previous similar project references as in 1.4 below.

Tenderers may include any other information considered relevant to this criterion. Tenderers are to provide details of corporate structure and, if relevant, related entities, including a current company extract.

1.3. Sub-contractors

In their Tender Response Form, Tenderers are to provide a list of the sub-contractors to be engaged by them used to meet the Council Requirements. This table is located in Part 5 - Tender Form.

1.4. Business References

Tenderers are to provide details of the business references for the three (3) most recent similar contracts completed by the Tenderer. This table is located in Part 5 - Tender Form.

1.5. Assessment Methodology

Demonstrated experience, capability, resources, sub-contractors and business references relevant to the provision of Council's Requirements will be weighted the highest.

Criterion 2 Business case**2.1. Assessment Criteria**

A fully developed business case providing for the management, maintenance and operation of the Premises as a traditional, grassed, 9-hole golf course public golf course.

2.2. Requirement

Tenderers are to provide details of their business case, including, but not limited to, the following considerations:

- (a) branding;
- (b) generic description of facilities and operating hours;
- (c) confirming use of the golf course as a traditional, grassed, 9-hole golf course readily available for use by members of the public;
- (d) general outline of pricing structures or considerations for patrons of the Premises, including but not limited to information about admission requirements and whether there will be any group or seniors discounts for example;
- (e) financial considerations;
- (f) National Competition Policy constraints;
- (g) maintenance responsibilities and generic regime including, but not limited to, required equipment;
- (h) staffing levels which may be required including but not limited to skills and competencies;
- (i) stakeholder engagement and customer interaction; and
- (j) advertisement of the facilities to maintain patronage.

2.3. Assessment Methodology

A fully developed business case which demonstrates a rationalised and generic business case considering relevant factors (which should include the

abovementioned factors) and which will be cost neutral to Council will be weighted the highest.

Criterion 3 Capacity to Appropriately Manage National Competition Policy Compliance Obligations

3.1. Assessment Criteria

A demonstrated ability to appropriately identify and manage National Competition Policy compliance obligations.

3.2. Requirement

Tenderers are to provide an explanation of:

- (a) their understanding of the findings of the Clarence City Council Special Project: National Competition Policy Rosny Golf Course July 2021 Report authored by WLF Accounting and Advisory (refer Attachment 2) and in particular, their understanding of the findings in relation to green fees; and
- (b) their proposal to ensure that pricing is market competitive and their operation of the Rosny Park Public Golf Course complies with the findings of the Clarence City Council Special Project: National Competition Policy Rosny Golf Course July 2021 Report.

3.3. Assessment Methodology

A response which demonstrates an understanding of the findings of Clarence City Council Special Project: National Competition Policy Rosny Golf Course July 2021 Report authored by WLF Accounting and Advisory will be weighted the highest.

Criterion 4 Financial Capability and Sufficient Solvency

4.1. Assessment Criteria

Demonstrated financial capacity to perform the management, maintenance and operation of the golf course, and sufficient solvency.

4.2. Requirements

Tenderers are to provide:

- (a) a set of draft financials as they pertain to the operation and management of the golf course; the draft financials should include assumptions with regard to how prices were devised, estimate on patronage numbers which also considers types of patrons eg casual vs annual members, assumptions on the number of rounds played, detailed costs associated with the operations, management and maintenance of the golf course. This information should be formulated into a Budget Profit and Loss and Cashflow statement; and
- (b) a letter of solvency, not older than 30 June 2021, from the Tenderer's accountant.

4.3. Assessment Methodology

A response which demonstrates sufficient financial resources and solvency will be weighted the highest.

Criterion 5 Past Work Health Safety and Environment Performance

5.1. Assessment Criteria

The provision of a Tender Response to the mandatory WHS&E questions in Clause 6.2 below.

5.2. Requirement

Tenderers are to provide either a **YES** or **NO** answer to the following:

- (a) has the Tenderer experienced any health, safety or environmental incidents that were required to be reported to the relevant regulator in the preceding 2 year period; and
- (b) has the Tenderer been issued with any Prohibition Notices, Improvement Notices or fines in the preceding 2 year period relating to health and safety or environmental matters.

5.3. Assessment Methodology

Tenderers with nil reportable incidents, notices and fines will be weighted the highest.