



Australian Government
Sydney Harbour Federation Trust

North Head Sanctuary Café, Manly

Information for Applicants

1. Introduction

The Sydney Harbour Federation Trust (“the Trust”) is seeking a suitably qualified tenant to lease and operate the café at the newly created North Head Sanctuary in Manly. The Trust manages former Defence sites in Sydney which are being returned to the public for recreation, education and harbour interpretation, as well as a range of visitor experiences and commercial activities. Among others, the sites managed by the Trust include Chowder Bay and Georges Heights in Mosman and Cockatoo Island.

At North Head, the café occupies a superb scenic location with spectacular views over Sydney Harbour and the city within a natural bushland setting. Its close proximity to famous Fairfax Lookout makes it uniquely positioned to become an iconic tourist destination as well as servicing the needs of regular North Head visitors including bushwalkers, runners, cyclists, wildlife enthusiasts, event spectators and tenants of North Head Sanctuary. The Trust is currently undertaking a range of improvements to the area which will further enhance its attractiveness to the public.

2. North Head: The Setting



North Head is a Sydney landmark known for its views and its cultural, natural and military heritage. It is listed on the National Heritage Register and contains a number of sites of national significance including a former quarantine station (now the Q Station Hotel complex), North Fort and sites of indigenous significance. Capturing some of the best views in Sydney,

it is a popular destination for walkers, cyclists, runners and tourists. North Head is home to endangered populations of little penguins and long nosed bandicoots, and includes an important remnant of Eastern Suburbs Banksia Scrub.

Land ownership at North Head is shared by the NSW Department of the Environment, Climate Change and Water (Sydney Harbour National Park), the Trust (North Head Sanctuary including the former School of Artillery and North Fort Museum), Sydney Water and the St Patrick's Estate.

3. North Head Sanctuary: An Overview



The North Head Sanctuary was formed in 2005 out of a joint initiative of the local community and land managers at North Head. Its aim is to preserve, protect and enhance North Head's flora and fauna and provide a sanctuary for wildlife and people in one of Sydney's most special places. This is occurring through the adaptive re-use of buildings within the Sanctuary, the creation of a network of walking tracks, lookouts and visitor experiences, and collaborative ecological research.

The Trust is currently finalising its management plan for North Head Sanctuary which incorporates the café site and neighbouring North Fort complex. In broad terms the plan envisages greater public access to North Fort and a range of new onsite interpretation and visitor activities that lead to a better understanding of the natural, cultural and military heritage of North Head and Sydney Harbour.

The Sanctuary's key visitor amenities will be located at North Fort, immediately adjacent to the café site, and are anticipated to include a discovery centre, a spectacular outdoor event venue, public facilities such as BBQs, picnic areas, toilets and free car parking. Self-guided and accompanied tours of the rare flora and fauna, the fascinating quarantine history and the strategic role of North Fort in the defence of Sydney Harbour (including underground defences and tunnel network) will commence at North Fort. The site is also destined to become a popular destination during the winter whale watching season.

At the core of the Sanctuary, centred around a majestic parade ground, a collection of impressive Art Deco buildings are being restored for complementary uses with a focus environmental research and management; health and well-being; and accommodation and visitor experiences. Current Sanctuary tenants include the Australian Wildlife Conservancy, EarthWatch and ClimateWatch, North Head Native Plant Nursery and a collective of complementary health practitioners.

4. The Café: A Unique Opportunity

The café is located at the tip of North Head adjacent to the historic North Fort complex, a short walk from the spectacular Fairfax Lookout. It occupies an enviable natural setting overlooking the entrance to Sydney Harbour with a panoramic view of the Eastern Suburbs and city.

The premises comprise a newly-refurbished former residence of 121m² with a fireplace, a covered deck area of 48m², a two-tier outdoor terrace of 95m² under a canopy of mature fig trees and a separate storage area (with future development potential) of 18m². (Areas subject to survey.) The café has a capacity of approximately 100 patrons.

The café will play an integral role in the visitor experience at North Head and, as a result, the Trust has recently completed a significant program of capital works to ensure it has a bright future as a 'destination' amenity. This investment has included:

- Creation of an open-plan layout with bi-fold doors opening to a covered deck
- 3 fully fitted bathrooms including full disabled facilities
- New 3 phase power supply
- Connection to mains sewer
- Installation of new grease arrestor
- Provision for gas tank installation
- Re-configuration and re-paving of paths and terraced areas
- Full landscaping including bicycle parking

The café should trade 7 days a week for breakfast and lunch, with potential for sunset dining. It presents a unique opportunity for an experienced operator to provide good food and friendly, efficient service in a unique location to a wide range of clients. A liquor licence is also available for the premises, subject to approval by the Trust.



5. Tenant Works

Works that will be the responsibility of the successful operator include, but are not limited to:

- Kitchen fitout including tiling, shelves, benches, cooking equipment, kitchen exhaust and cool room
- Installation and connection of gas tank (if required)
- All fixtures, fittings and furnishings
- Any additional shade structures such as awnings, umbrellas or screens
- Installation of any additional fixtures including gas fire, night lighting, signage etc

All tenant works are subject to DA approval by the Trust. Council DA and development contributions are not applicable at North Head Sanctuary.

6. Lease Terms

A lease will be signed with the successful applicant based on the Trust's standard lease agreement. The key commercial terms will be:

- an annual rent to be proposed by the applicant, which may include a staggered rent or a base rent with a turnover component
- an initial Outgoings contribution of \$50/sqm/annum based on a total area of approx. 187sqm (including storage and covered outdoor areas)
- a lease term anticipated to be up to 10 years (including options)
- a six month bank guarantee or a three month bank guarantee and personal guarantee of the director(s)
- final menu and price lists to be agreed in consultation with the Trust
- satisfactory credit check and references

7. Constraints and Opportunities

The North Head café site is located in an environmentally sensitive area and will therefore be subject to a number of leasing constraints and opportunities.

- **North Head Scenic Drive**
North Head is home to an endangered population of long-nosed bandicoots. Bandicoots are most active at night and access to North Head Scenic Drive is closed between 10pm and 5am. All patrons and staff must be off-site by 10pm. For evening trading, the café operator will need to promote an understanding of environmental considerations by patrons through signage and information.
- **Special Events**
The outstanding views at North Head make it a popular destination for viewing the Sydney to Hobart yacht race, the New Year's Eve fireworks and other harbour-related special events including the winter whale watching season and the arrival of some of the world's largest cruise liners. These events provide the opportunity for an operator to capitalise on significantly increased visitation at North Head. The largest scale events at North Head may involve temporary road closures.
- **Traffic and Parking**
As part of the North Head Sanctuary concept, all North Head land managers are co-operating to promote the use of shared, public and charter transport over private vehicles at North Head. North Head is served by the 135 bus from Warringah Mall via Manly Wharf as well as being a growing destination for private tour bus operators. Paid parking is operated by NPWS along Scenic Drive (\$4/day) and currently free parking is available within the North Fort complex adjacent to the café.
- **Functions**
There is a limited opportunity for small scale private functions, subject to the café remaining open to the public during daylight hours. Restrictions will apply to this activity including noise, lighting and traffic movements. Evening functions extending beyond 9.30pm will not be permitted.
- **Environmental Impact and Waste Management**
The successful applicant will be required to submit to the Trust for approval an environmental impact plan which is to outline measures that will be taken to minimise the impact of the café's operations on the environment and local wildlife. The collection of waste from the café will be the responsibility of the tenant.
- **Community Use**
The successful applicant will be requested to make the café available on an 'at cost' basis for community and/or Trust functions on up to 5 occasions per year.
- **Bush Fire Risk**
North Head is an area of high bush fire risk. Café operators must ensure all activities do not increase the risk of bush fire. In the rare event of the announcement of a 'Extreme' or 'Catastrophic' Fire Danger Warnings at North Head, or during controlled

burns carried out by NSW Fire Department, road and pedestrian access to North Head Sanctuary will be restricted or closed. Café trading will not be permitted during a 'Catastrophic' Fire Danger Warning.

8. Application Contents

Applicants should submit the Trust's Open Leasing Application Form with a supporting proposal containing the following information:

- details of relevant experience and track record of applicant and key staff
- list of other current/past venues operated by applicant (if any)
- outline of how the leasing constraints and opportunities (see Section 8 above) will be addressed
- outline of the proposed cafe operation to include:
 - i) brief business concept
 - ii) proposed business name
 - iii) sample menu and price list
 - iv) number of indoor and outdoor seats
 - v) list of proposed tenant works
 - vi) proposed operating hours
 - vii) proposed staffing including nominated cafe manager
 - viii) operational procedures (e.g. transportation, waste management)
 - ix) event catering capacity and times
 - x) staff and visitor parking arrangements
 - xi) target audience and brief marketing plan
 - xii) proposed start date
 - xiii) contact details of two references
- proposed commercial terms including a rental offer

9. Tenant Selection Criteria

Applications are considered by the Trust's Tenant Selection Committee with reference to the general tenant selection criteria available on the Trust's website.

10. Further Information and Site Visits

Interested parties are encouraged to review leasing and planning documents related to North Head Sanctuary at www.harbourtrust.gov.au including:

- Management Plan, North Head
- Leasing of Land and Building Policy
- General Tenant Selection Criteria

For further information or to arrange a site inspection, contact Mark Billham on 8969 2100.