

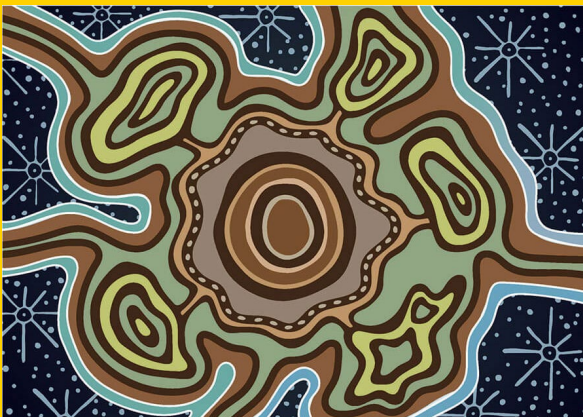


Lease of Building 512 (Cane Room) Callan Park

KEY DETAILS	
RFP number	EF23/3328
Commencement date	19 March 2025
Closing date	By 3pm on 16 April 2025
Lodgement method	By email to leasing@gsp.nsw.gov.au
Nominated contact	leasing@gsp.nsw.gov.au
Premises inspections	11am to 11.30am, Tuesday 25 March 2025 11am to 11.30am, Tuesday, 1 April 2025 11am to 11.30am, Tuesday 8 April 2025

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Lead artist: Dennis Golding, Local artists: Dakota Campbell and Jessica Tobin. Graphic designer: Dave Madelly – Spirit Creative

Acknowledgement of Country

Greater Sydney Parklands acknowledges the Traditional Custodians of the lands, waters and sky upon which the parklands are located and pays respect to the Elders of these lands – past, present and emerging.

We recognise First Nations peoples' unique cultural and spiritual relationships to place and their rich contribution to society. We acknowledge the rights and interests of First Nations peoples to be involved in the ongoing management of these traditional lands.

We will work in a respectful manner with Traditional Custodians, Local Aboriginal Land Councils and the First Nations communities of Greater Sydney. We will support their custodianship of the natural and cultural heritage of parklands so that these are places where First Nations peoples feel socially, culturally and economically included.

Introduction

Greater Sydney Parklands (GSP) manages a number of parks across Sydney, including Callan Park. There are a variety of tenants located at these parks with operations ranging from sole traders to long established commercial enterprises.

GSP is requesting proposals to lease Building 512 (**Cane Room**) at Callan Park. The following Permitted Uses are allowed and they must be run on a **not-for-profit basis**:

- arts and culture facility,
- community facility,
- educational facility,
- food and drink premises,
- health facility.

The purpose of the Request for Proposal (**RFP**) is to secure a lease of the property by a tenant that aligns with the principles and objectives of the Centennial Park and Moore Park Trust (**Trust**) for a period up to 10 years.

The lease of the Cane Room (**Premises**) offers an exciting and unique opportunity, adjoining the waterfront and Bay Run at Callan Park. The vibrant Bay Run is frequented by an estimated 5,000 walkers, joggers and bike riders daily.

This information package outlines the leasing opportunity and the RFP process.



About Callan Park

Greater Sydney Parklands oversees 38 hectares of the 61 hectare Callan Park (**Park**).

The Park is located on Wangal Country and holds important connections to Country for First Nations peoples. Callan Park is cherished for its ancient cultural heritage and history as a former mental health hospital. It contains many diverse buildings and landscapes, as well as green spaces, sporting grounds, and remnant bushland areas for visitors to enjoy. The Park also provides health, education, and not-for-profit community services in various buildings.

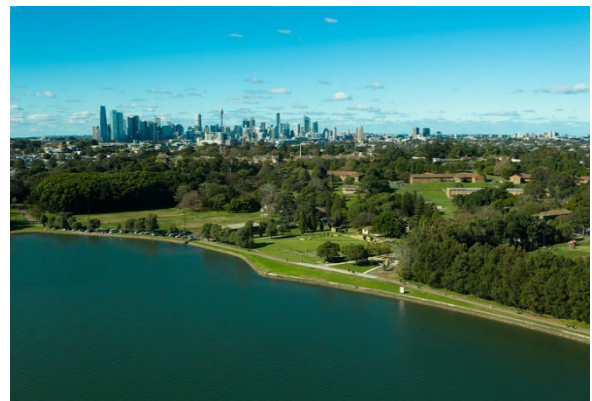
Centennial Park and Moore Park Trust Act 1983 and Callan Park (Special Provisions) Act 2002

Activities in the Park are managed by GSP under the *Centennial Park and Moore Park Trust Act 1983 (CPMPT Act)* and the *Callan Park (Special Provisions) Act 2002*. These Acts mandate that the site should remain in public ownership, is managed to provide ongoing public access to the whole of the Park and that the heritage significance of Callan Park should be preserved.

New Community Facilities

In 2024, the NSW government delivered new and improved community facilities at the foreshore currently known as Waterfront Green. This transformation included new recreation facilities for the community, including areas for quiet relaxation, picnics, more shade trees, exercising, new accessible toilets, bins and areas for dogs and their owners. The Cane Room is a key building in this area.

A Callan Park Plan of Management, which will apply to the Premises, is currently under development and will inform future uses and aspirations of Callan Park. A draft document is expected to be publicly exhibited in mid-2025.



Park Rules and Regulations

The *Centennial Park and Moore Park Trust Regulation 2024 (Regulations)* outlines the rules and regulations that ensure the safety and enjoyment of all visitors.

The Regulations also provide detailed information on parking, noise and other conditions for public activities operating within the Park.

Operational use of the Premises will be finalised with the preferred Respondent.

About the building

Premises details

Callan Park is listed as an item of state significance on the NSW Heritage Register. The Cane Room was constructed in 1931 and was used by the Broughton Hall Psychiatric Hospital which primarily treated repatriated soldiers during this period. It was initially used for the occupational therapy of patients and was likely referred to as the Cane Room due to its associations with basket weaving as an occupational therapy activity. A northern wing was added in 1948 as a boot-making workshop for patients.

The Cane Room overlooks busy local sporting fields, and the “Bay Run”. It has waterfront views, an outdoor paved area and sits adjacent to the recently updated Waterfront Green. Callan Park’s foreshore is the current focus for parkland revitalisation with a foreshore masterplan currently underway to guide future upgrades.

The building is single storey painted brick with timber glazed windows and doors and a red terracotta tile roof. The floor is timber and concrete. It is an L-shape building facing a newly paved courtyard surrounded by large shady trees and includes seating areas. The courtyard will be available for use by the preferred Respondent on a non-exclusive basis.

With internal measurements (including amenities) of 201 sqm, the interior of the building provides a unique opportunity for Respondents to invest in their own space that can act as a gathering place and community facility for which to access recreation facilities and the neighbouring Bay Run. Please see **Attachment 1**.

Limited parking is available in close proximity to the premises for all Callan Park users. The premises does not have dedicated parking spaces.

See **Attachment 1** for draft Lease Plan (including the Courtyard).

Permitted use

Activities in Callan Park are subject to the *Callan Park (Special Provisions) Act 2002 (CP Act)*. The Act clearly states that the site should be managed to promote and facilitate public access and the use of the foreshore for recreational purposes.

Further, the CP Act outlines that only the following uses are permitted and that they must be run on a **not-for-profit basis**:

- arts and culture facility,
- community facility,
- educational facility,
- food and drink premises,
- health facility.

GSP’s Objectives in seeking a use for the Premises are to:

- Provide a new facility to support activation through use of the Cane Room and adjacent courtyard.
- Ensure ongoing care, conservation and adaptive reuse of the building.
- Respond to community feedback/requests for a café / food and beverage offering.
- Support activities in the surrounding parklands in a respectful / complementary way.
- Minimise negative environmental impacts to the park, its users and the local community.
- Provide revenue for the management of heritage structures and the park.

Fitout and Development Approvals

The Cane Room includes an existing Development Consent from Inner West Council (DA/2021/1082 see **Attachment 2**) for community facilities. GSP has completed some external works associated with this DA. For an alternative use, including for food and beverage, a new development application or modification to the existing development consent may be considered, subject to Council and heritage approvals.

All base building works, fitout works and design review for the Premises, by the preferred Respondent, will require GSP’s approval and must observe the consent conditions and heritage fabric.

Respondents will need to work with GSP and its heritage consultant to obtain any new development application or development consent modifications.

This Premises currently has no services (electricity, water, sewer, telecommunications and gas). The preferred Respondent will be responsible for all base building and fitout costs,

including all services. These costs are estimated to be up to \$1,000,000 and are outlined in **Attachment 3**. Subject to further investigations, these costs may change.

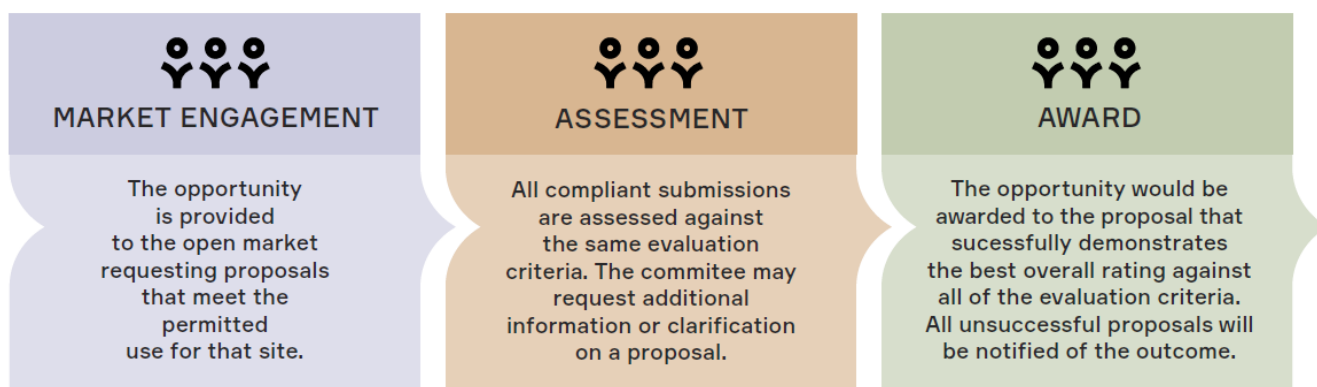
Respondents should review all documentation and undertake their own due diligence on the approval pathway and requirements for their intended use.



Request for Proposal Process

There are three key phases of this Request for Proposal (**RFP**) process.

The RFP process



RFP Phase 1 – market engagement

This opportunity will be open to the market from 19 March 2025 to 16 April 2025.

Respondents will need to ensure they complete their due diligence and submit a compliant proposal to GSP via **leasing@gsp.nsw.gov.au** prior to the closing date.

Respondents must continue to monitor the GSP website in relation to further information (if any) in relation to this opportunity.

Nominated Contact

All enquires should be directed to the Nominated Contact: **leasing@gsp.nsw.gov.au**

Premises inspections

Respondents may attend a Premises inspection prior to submitting their proposal.

Inspections at the Cane Room will be held at the following times and dates:

- 11am to 11.30am, Tuesday 25 March 2025
- 11am to 11.30am, Tuesday, 1 April 2025
- 11am to 11.30am, Tuesday 8 April 2025

Queries

Any queries are required to be in writing to the Nominated Contact. All queries that are not unique or specific to the Respondent will be responded to in writing as an addendum to this RFP and will be published on GSP website www.greatersydneyparklands.nsw.gov.au/about-us/property-services/leasing-opportunities.

Proposals

To submit a conforming proposal, you will need to:

- submit a completed copy of the:
 - RFP Respondent Form (**Attachment 4**) addressing all the Evaluation Criteria;
 - Acknowledgement of RFP Terms and Conditions;
 - Confidentiality Agreement; and
 - Conflict of Interest Declaration,
- ensure you notify GSP in the RFP Respondent Form of any information concerning findings of dishonest, unfair, unconscionable, corrupt, or illegal conduct against the Respondent, its directors or management.
- ensure that your proposal is consistent with the permitted use;

- ensure alignment with any relevant statutory requirements, including but not limited to:
 - *Greater Sydney Parklands Trust Act 2022*;
 - *Callan Park (Special Provisions) Act 2002*;
 - *Centennial Park and Moore Park Trust Act 1983*;
 (where there is inconsistency between the Callan Park (Special Provisions) Act 2002 and Centennial Park and Moore Park Trust Act 1983, the Callan Park (Special Provisions) Act 2002 shall prevail)
 - *Leichhardt Local Environmental Plan 2000*; and
 - *Heritage Act 1977*.
- submit your completed proposal via email to **leasing@gsp.nsw.gov.au** before the listed closing time and date.

Any proposal received after the closing time and date will be considered late. GSP has the absolute discretion to consider a late proposal where its acceptance would not compromise the competitiveness of the process.

Any proposal submitted through an alternative means (i.e. not through leasing@gsp.nsw.gov.au) will be deemed to be a non-compliant response and may be set aside for further consideration at GSP's absolute discretion.

GSP reserves the right to consider or reject invalid and/or non-conforming submissions.

RFP Phase 2 – assessment

Assessment of proposals

All proposals will be first assessed against the above requirements. All proposals that proceed through the review will be assessed by the Evaluation Panel against the Evaluation Criteria. The Evaluation Criteria is listed in no particular order and each criterion is given its own individual weighting.

The Evaluation Panel may comprise representatives from **GSP**, other government agencies and/or private sector advisers who will assess each proposal.

After assessing a proposal, GSP may request further information or clarification from the respondent to enable the Evaluation Panel to complete their assessment.

The ranking / scoring of proposals will not be disclosed at any time during or after the RFP process.

Evaluation criteria

All proposals will be reviewed and assessed against the following criteria:

CRITERIA	WHAT SHOULD BE INCLUDED IN YOUR RESPONSE
Compliance with Permitted Use, Legislation, Statutory Requirements, and relevant plans	<ul style="list-style-type: none">• Compliance with a Permitted Use<ul style="list-style-type: none">◦ If the proposed use is not consistent with the permitted use, details should be provided clearly setting out a process for obtaining any planning, design, heritage or other required approvals. See page 7, noting GSP's approval is required.• Development consent and BCA compliance requirements.• Understanding and capability to manage heritage impacts of the proposed permitted use.• Your proposed Lease term (up to 10 years) and any proposed changes to the draft lease (Attachment 5 and Attachment 6).• Compliance with the legislative framework of Callan Park including but not limited to –<ul style="list-style-type: none">- <i>Greater Sydney Parklands Trust Act 2022</i>- <i>Callan Park (Special Provisions) Act 2002</i>- <i>Leichhardt Local Environment Plan 2000</i> (use and zoning)- <i>Centennial Park and Moore Park Trust Act 1983</i>; (where there is inconsistency between the <i>Callan Park (Special Provisions) Act 2002</i> and <i>Centennial Park and Moore Park Trust Act 1983</i>, the <i>Callan Park (Special Provisions) Act 2002</i> shall prevail)- <i>Heritage Act 1977</i>.
Sustainable business operations	<ul style="list-style-type: none">• A clear business plan, including but not limited to:<ul style="list-style-type: none">- an outline of the proposal- proposed use of space- scope of operations- opening hours- details of products and/or services to be offered• Scope, cost and plans of proposed Respondent works.• Quality of proposed tenant works and compatibility with the design and character of the Premises.• A marketing plan, including but not limited to:<ul style="list-style-type: none">- the target market;- competitive advantage ;

	<ul style="list-style-type: none"> - what are the strategies to meet the Objectives (see page six for the Objectives); and - timeline. <ul style="list-style-type: none"> • Evidence of the ability to meet the maintenance obligations for the Premises to ensure the sustainable use of the public asset during the Lease term, including but not limited to: <ul style="list-style-type: none"> - how the building will be maintained - experience maintaining a similar heritage asset in compliance with Heritage NSW.
Track record of the Respondent	<ul style="list-style-type: none"> • A summary of relevant experience and previous success of the Respondent, including details of similar businesses managed, developed, or operated. • A minimum of two professional references to be supplied by the Respondent. Where the Respondent is a company these should cover the company entity, in addition to its directors. The reference should cover at a minimum, financial standing, professional business dealings, and personal/community standing.
Financial Capacity	<ul style="list-style-type: none"> • Details of the value of the proposed financial offer including, but not limited to, lease term, rental (rental offer may include a base rent, percentage of turnover rent, or 'greater of' arrangement) or other payments to the landlord for the lease of the Premises. • An itemised cost and schedule for proposed works, to the Premises by the Respondent. • Budget and funding source/s and capacity for any proposed work. • Demonstrated capacity and evidence of ability to have complete financial responsibility for the proposal, including cash flow projections for your business plan, and: <ul style="list-style-type: none"> - for companies – copies of Balance Sheets and Profit and Loss statements for the last 3 financial years, certified by a CPA. - for individuals, sole traders or partnerships – copies of an Asset and Liability statement, certified by a CPA, and Tax Returns from previous 3 financial years.
Community Benefit	<ul style="list-style-type: none"> • Ability to contribute to the creation of a vibrant Callan Park. • Extent to which community benefit is provided. • Details on how the proposed business will activate the parkland and support the use of Callan Park as a publicly accessible open space. • How the operation of the Premises will interact/embrace the Waterfront Green and tie in with the landscape. What are the strategies to do this and meet the Objectives (see page six for the Objectives). • Details of any environmental and social benefits provided by the business.

All the information supplied in your proposal will be considered by the Evaluation Panel when assessing your proposal against the Evaluation Criteria. As part of the assessment process, the Evaluation Panel may also perform any security, referee, financial or other checks they deem necessary to complete their assessment. Prior to the RFP Phase 3 Award, due diligence checks on the preferred Respondent will be undertaken to ascertain matters such as reputation, business experience, company ownership status, financial security, conflict of interest and any other checks that GSP consider necessary.

RFP Phase 3 – award

GSP may seek to enter detailed negotiations with one or more Respondents.

This may lead to GSP and the preferred Respondent entering a Lease of the Premises. Any proposed Lease will be publicly advertised in accordance with the *Callan Park (Special Provisions Act) 2022* and will also be subject to approval from GSP and the relevant Minister.

GSP is not obliged to accept or proceed with any proposals and may at its absolute discretion elect not to proceed with the RFP process at any point.

Once the RFP process is completed, GSP will notify all unsuccessful Respondents of the outcome. Unsuccessful Respondents may request feedback or debriefs which provide general comments regarding their evaluation results on each of the evaluation criteria.

Proposed Lease Terms and Conditions

As prescribed in the Callan Park Act, the maximum Lease term available is 10 years.

A copy of the indicative draft Lease Terms and Conditions proposed by GSP for a community use (**Attachment 5**) or retail use (**Attachment 6**). Respondents should note the proposed draft Lease Terms and Conditions, and the Work Health Safety (WHS) duties of tenants in **Attachment 7**, and indicate their acceptance or otherwise of these terms in their proposals.

GSP reserves the right to negotiate with the preferred Respondent to amend the draft Lease Terms and Conditions.

Indicative RFP timeframe

The following dates are provided by GSP as an indicative timeframe of the RFP process from commencement to conclusion. These dates may be subject to change.

STEP	TIMEFRAME
Commencement of RFP	19 March 2025
Closing Date for RFP	By 3pm on 16 April 2025
Validity Period of your Proposal	Minimum 120 days post closing date
Assessments of Proposals	May 2025
Clarifications and Preferred Resondent determinations	June – July 2025
Lease Documentation approved	August 2025
Execution of Final Documentation and Occupation / Fit out works commencement	October 2025

RFP Terms and Conditions

GSP is not obliged to accept or proceed with any proposals and may at its absolute discretion elect not to proceed with the RFP process at any point.

Following the closure of the RFP proposal period, GSP will assess and identify potentially suitable Respondents.

By providing a proposal you acknowledge your acceptance of the items noted below which are in addition to, and do not limit, any obligations defined elsewhere within the RFP documents.

ITEM	CONDITION
Governing law	This RFP is governed by, and must be construed according to, the laws of New South Wales (NSW).
Probity and governance	<p>This RFP is conducted in accordance with NSW Government procurement policies and guidelines, including the NSW Government Procurement Policy Framework.</p> <p>All parties involved in this RFP process must comply with all NSW Government and the Independent Commission Against Corruption (ICAC) guidelines, rules and laws as updated from time to time.</p>
Collusion	Respondents must not engage in collusive tendering, anti-competitive conduct or any similar conduct with another Respondent or any other person in relation to this RFP. Evidence of such contact may lead to the rejection of the Response(s) of all Respondent(s) involved.
Conflicts of interest	<p>Respondents, participants and their respective officers, employees, agents and advisors must not have any relationship, whether financial or not, with anyone working for or on behalf of the NSW Government on this RFP process that may be seen to confer an unfair advantage.</p> <p>Any Respondent that becomes aware of any potential, actual, or perceived conflict of interest must inform the Nominated contact in writing.</p>
Legal status of Responses	<p>Responses submitted electronically will be treated in accordance with the <i>Electronic Transaction Act 2000 (NSW)</i>, and given no lesser level of confidentiality, probity and attention than if Responses had been submitted by other means.</p> <p>A Respondent, in lodging electronically, is taken to have accepted the conditions of this RFP and deemed to have authorised the submission of the Response.</p>
Ownership of Responses	<p>On submission, all Responses become the property of GSP and will not be returned.</p> <p>Any intellectual property rights that may exist in a Response remains the property of the Respondent. Intellectual property is to be distinguished from confidential information.</p> <p>In submitting a Response, a Respondent grants a licence to GSP, its officers, employees, agents and advisers, to copy, adapt, modify, disclose or do anything else necessary to all material (including material containing intellectual property) contained in the Response, for the purposes of evaluating and clarifying the Response.</p>

Changes to the process and RFP document	GSP reserves the right at its absolute discretion to change any aspect of the process detailed in the RFP. Any changes will be advised before the Closing Date and issued in the form of an addendum. All addenda will be posted on www.greatersydneyparklands.nsw.gov.au/about-us/property-services/leasing-opportunities
Changes to RFP Response	A Respondent must inform the Nominated contact in writing of any material change to the information in their Response occurring after the time of lodgement, including any aspect the Respondent can no longer commit to or deliver, or any changes to the legal entity.
Due diligence, investigations and assessments	<p>Before any formal and legally binding documentation is entered into with any preferred Respondent, all Respondents are expected to have carried out their own due diligence and investigations, at their cost, in relation to the feasibility, viability and sustainability of development. Further, all Respondents are also expected to have made their own enquiries and satisfied themselves with regard to all other potential requirements, such as, project delivery costs, development approval timeframes, planning information, legislative compliance, statutory and Government Agency approvals required, and the like, in order to achieve the proposed development and use from the existing building to an operational and going concern.</p> <p>GSP will accept no responsibility nor costs nor liability in relation to these or other matters.</p>
Questions and additional information	<p>All enquiries concerning this RFP must be made in writing to the Nominated Contact only, and no other person unless authorised by the Nominated Contact to do so.</p> <p>All enquiries or clarification requests are to be made in writing to the Nominated contact at least 5 business days before the Closing Date.</p> <p>Responses to enquiries will be provided to all parties as addenda to the RFP, except where GSP is of the opinion that the enquiry relates to proprietary aspects of a Response and answering the enquiry will not adversely affect the integrity of the process.</p>
Costs to be borne by Respondents	GSP will not be responsible for, pay for or reimburse any costs or loss which may be incurred by any Respondent in the development of a Response. GSP will not reimburse any costs associated with any clarifications or presentations to the Evaluation Panel as a result of the modification or termination of the RFP process.
Media announcements	The NSW Government and/or GSP may make media announcements in relation to this RFP. GSP will not release the names or identifying details of Respondents without agreement of those Respondents. Respondents are not to make any media announcements without the prior written agreement of GSP. Any unauthorised release may result in the Respondent being excluded from the RFP process.
No legal relationship	This RFP is not an offer and GSP is not legally bound in any way to a Respondent or obliged to proceed any further with the RFP or related processes detailed in this document. GSP is not required to comment on or explain its decisions relating to the RFP process.

Disclaimer

To the extent permitted by law, the Respondents will have no claim or right to appeal against GSP or the state of New South Wales arising out of the exercise, or failure to exercise, by GSP of any rights under this RFP, including as a result of delays to the RFP process, nor in relation to any matters arising out or in connection with the RFP or latter stages of the RFP process.

This RFP does not purport to contain all the information that interested parties and their advisers would desire or require in reaching decisions as to whether to lodge a Response. Respondents should prepare their Responses based on their own investigations and determinations and should not rely on the information contained in the RFP document.

GSP, its officers, employees, agents, and advisers:

- assume no duty of care or disclosure of fiduciary duty to Respondents or other interested.
- are not, and will not be, responsible or liable for the accuracy, currency, reliability, or completeness of any information provided to the Respondents, do not make an express or implied representation or warranty that any estimate or forecast will be achieved or that any statement as to future matters will prove correct;
- expressly disclaim any and all liability arising from all information provided to Respondents including, without limitation, errors in, or omissions from the RFP, information provided to Respondents or arising from the negligence of GSP;
- except so far as liability under statute cannot be excluded, accept no responsibility arising in any way from errors, or omissions from the RFP, any information provided to Respondents or arising from the negligence of GSP;
- do not represent that they apply any expertise which can be relied upon by a Respondent or any other interested party;
- have no responsibility to inform Respondents of any matter arising, or to which they become aware, which may affect or qualify any information provided to the Respondents in any way;
- accept no liability for any loss or damage suffered by Respondents or any other person as a result of a Respondent or other person, placing any reliance on the content of this RFP or any information provided to Respondents; and

Attachments

1. **Draft Lease Plan**
2. **Existing Development Consent**
3. **Indicative Cost Estimates**
4. **RFP Respondent Form**
5. **Draft Commercial Lease**
6. **Draft Retail Lease**
7. **Work Health Safety (WHS) Duties of Tenants**

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