

AT Coffee Kiosks

Retail Leasing Opportunity

Expression of Interest (EOI)

Procurement Number: 748-23-571-GS



The Opportunity – “Calling all Coffee Retailers!”

AT is inviting Expressions of Interest (EOI) from potential Kiosk operators for a retail tenancy on multiple Auckland Transport lines.

We would like proposals from experienced Coffee retailers who can offer a high-quality service and appropriate product offering that meets the needs of AT’s customers.

Any operators who are interested in this exciting opportunities can present their interest through the EOI process.



Location & Transport Connections

Auckland Transport Rail & Bus stations are Auckland's most important public transport options, allowing for frequent, simple and reliable congestion free connections throughout Auckland.

The possible Kiosk locations available are as follows:

- Newmarket Rail Station
- New Lynn Rail Station
- Hibiscus Coast Bus Station
- Smales Farm Bus Station
- Albany Bus Station
- Panmure Rail Station

It's easy to travel by train, bus or ferry throughout the inner city and the wider region, with regular routes to most major attractions and our main shopping, dining and entertainment precincts. Our customers love a hot beverage while commuting from and to each destination therefore this is a great opportunity for an experienced kiosk trader or coffee retailer wanting to expand into Coffee Kiosks.

If you are excited for this opportunity, we would love to hear from you.



AT Purpose & Values

The successful operator will align their offering to AT's Purpose and Values.

Our purpose and values go to the heart of our culture – who we are as an organisation, how we behave, our aspirations and what we want to achieve together for Auckland.

Purpose

Why we exist

Easy Journeys
Connecting people and communities

Values

Who we are

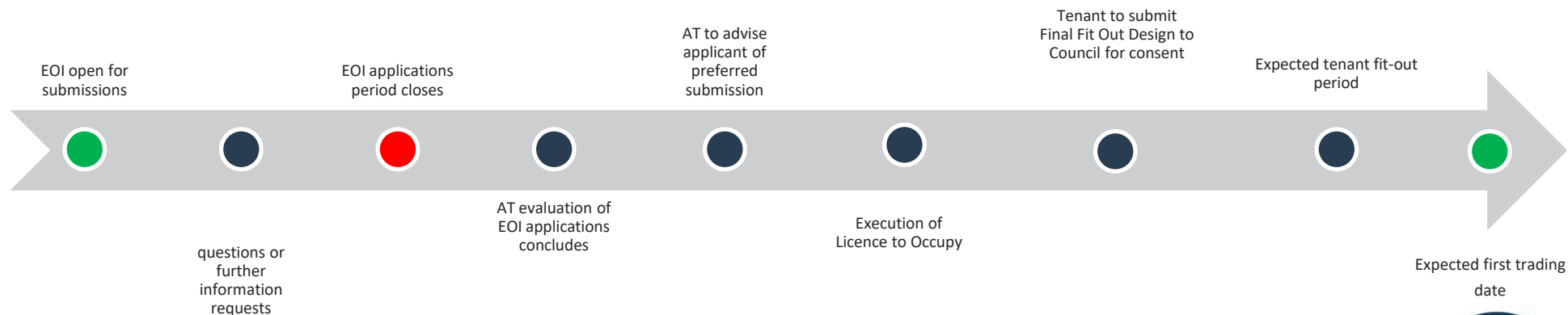
Auahatanga - Better, bolder, together
Manaakitanga - We care...Full stop
Tiakitanga - Safe with us
Whanaungatanga - We connect

EOI Response Timeframe

Below is an indicative timeline for EOI responses, the AT evaluation period and for tenant kiosk fit out.

The below timeline is indicative and key dates may be subject to change. AT reserves the right to alter timeframes and/or processes to accommodate unforeseen circumstances.

- Please submit in PDF format. Proposals may include written and imagery components
- Submissions to be no longer than 5 pages
- EOI submissions can be emailed to: chris.scott@at.govt.nz
- Should you have any questions or queries about preparing your proposal or responding to our requests, please contact Chris Scott.



EOI Preconditions

In order to be successful applicants must acknowledge and accept the following preconditions:

Preconditions

The terms of AT's Standard Licence to Occupy are acceptable.

The tenant acknowledges the fitout design and plans must meet all necessary consenting requirements.

All consents or regulatory requirements that are required for your proposed service offering will be obtained in a timely manner.

Evaluation Criteria

The below table shows the weighted criteria given to assess your proposal. Applicants are requested cover each aspect of these criteria in their proposal submission. AT will assess proposals in alignment with the AT the criteria identified and AT Purpose and Values (**Attachment 1**).

Evaluation Criteria	Requirements	Guidance
Proposed use, product or service offering	<ul style="list-style-type: none"> Outline the proposed service offering for the tenancy. Outline why the proposed service offering is complimentary to the transport network. Define your target customer/audience and why your offering will appeal to them. Outline the social impact and local relevance of your proposal including how you will engage locally to benefit the wider community. 	25%
Service Delivery Model	<ul style="list-style-type: none"> Outline your service delivery model including proposed hours of operation, staffing levels and training. 	20%
Rental offer and Covenant Strength	<ul style="list-style-type: none"> Outline your annual rental offering including the annual base rental and turnover percentage rental share. Provide evidence to support your financial position (statement of financial position, company accounts or bank guarantee). 	25%
Track Record	<ul style="list-style-type: none"> Outline your track record of operating in a commuter/transport-oriented setting. Include any references. 	15%
Business and Marketing Plan (including fitout / kiosk design)	<ul style="list-style-type: none"> Detail your business and marketing plans to show your ability to support the business and enhance the commercial opportunity. Outline your kiosk fitout design and plan, detailing how it meets all consenting requirements for the site. Include signage/branding proposal. 	15%

Thank you.

We look forward to your proposals!