

## 7.2.6 CONTRACT NO. 2022168 MANAGEMENT CONTRACT FOR GLEN WAVERLEY SPORTS HUB & OAKLEIGH GOLF COURSE

<b>Responsible Manager:</b>	Tony Oulton, Manager Active Monash
<b>Responsible Director:</b>	Russell Hopkins, Director Community Services

### RECOMMENDATION

**That Council:**

- 1. Awards the tender for the Management and Operation of Glen Waverley Sports Hub and Oakleigh Golf Course (Contract No. 2022168) to BlueFit Pty Ltd for an initial contract period of five years commencing in February 2024;**
- 2. Authorises the Chief Executive Officer to execute the contract agreement; and**
- 3. Authorises the Chief Executive Officer, at their discretion, to approve the extension option of five years subject to satisfactory performance.**

### INTRODUCTION

Council has conducted a two-stage process for the procurement of management services for the Glen Waverley Sports Hub and Oakleigh Golf Course (*Contract No. 2022168*). Stage one was a public Expression of Interest (EOI), and stage two was a selective tender for short listed applicants from stage one.

The Glen Waverley Sports Hub incorporates the Glen Waverley Golf Course and the new Monash Tennis Centre, recently developed in partnership with the State Government.

### COUNCIL PLAN STRATEGIC OBJECTIVES

#### **Inclusive Services**

Deliver high performing services.

#### **Enhanced Places**

Improve public spaces and local employment by revitalising our employment hubs, activity centres and neighbourhood shops.

#### **Good Governance**

Ensure a financially, socially and environmentally sustainable organisation.

### BACKGROUND

The existing agreement between Council and BlueFit Pty Ltd had an initial term expiring on 30 June 2021 with a further term of five years. A contract extension ending 28 February 2024 was granted in line with the intended completion of the Glen Waverley Sports Hub (comprising the Monash Tennis Centre and Glen Waverley Golf Course).

### Expression of Interest

A public notice seeking Expressions of Interest (EOI) for the management of the Glen Waverley Sports Hub and Oakleigh Golf Course (*Contract No. 2022168*) was placed in The Age newspaper and on Council's eTendering Portal on Saturday 23 July 2022. The Expression of Interest closed on Wednesday 31 August 2022.

At the end of the EOI process, submissions were received from BlueFit Pty Ltd, Belgravia Leisure and Clublinks Management.

At the conclusion of the EOI evaluation process, it was agreed by the Tender Evaluation Panel (TEP) that a selective tender for the provision of management services to the Glen Waverley Sports Hub and Oakleigh Golf Course be issued to all three EOI participants seeking a Fixed Annual Return to Council, plus a tenderer nominated percentage share of revenue in excess of budgeted and a capital investment contribution for exclusive use by Council.

### Tender Process

The Request for Tender (RFT) was issued on Wednesday 19 April 2023 with submissions closing on Wednesday 17 May 2023.

### **TENDERS RECEIVED**

Tender submissions were received from Belgravia Leisure, Clublinks Management and BlueFit Pty Ltd by the appointed closing time.

### **CONFORMANCE SUMMARY**

All submissions were assessed for their compliance with the tender conditions including the contractual terms and conditions and the requirements of the response schedules.

All tender submissions were evaluated as per the agreed evaluation criteria.

### **EVALUATION**

All members of the EOI and Tender evaluation panels signed Conflict of Interest and Confidentiality forms and no conflicts were raised.

The EOIs and tenders were assessed in accordance with the evaluation criteria published in the EOI and tender documentation:

#### EOI

<b>Table 1 - Pass/Fail Assessment Criteria</b>	<b>Score</b>
Quality Systems	<i>Pass/Fail</i>
OHS	<i>Pass/Fail</i>
Mandatory Insurances	<i>Pass/Fail</i>
Financial Viability	<i>Pass/Fail</i>
Human Resource policies, supporting gender equity, quality control and safe working practices	<i>Pass/Fail</i>

<b>Table 2</b>	<b>Key Selection Criteria</b>	<b>Criteria Weightings</b>
----------------	-------------------------------	----------------------------

Qualitative Criteria	Capacity and Capability	50%
	Commercial Arrangements	10%
	Community Benefit	30%
	Sustainability	10%

## Tender

Table 3 - Pass/Fail Assessment Criteria	Measure	Score
Quality Systems	<i>As per Stage 1 EOI</i>	<i>Pass/Fail</i>
OHS	<i>As per Stage 1 EOI</i>	<i>Pass/Fail</i>
Mandatory Insurances	<i>As per Stage 1 EOI</i>	<i>Pass/Fail</i>
Financial Viability	<i>As per Stage 1 EOI</i>	<i>Pass/Fail</i>
Human Resource policies, supporting gender equity, quality control and safe working practices	<i>As per Stage 1 EOI</i>	<i>Pass/Fail</i>

Table 4	Key Selection Criteria	Criteria Weightings
Qualitative Non-Price Criteria	Capacity and Capability	30%
	Sustainability	10%
Quantitative Price Criteria	Price	60%

## DISCUSSION

The Tender Evaluation Panel (TEP) assessed the three tender submissions against the agreed evaluation criteria identified above, including any supplementary information and/or responses to the TEP requests for clarification over the course of the evaluation period.

The TEP held multiple evaluation meetings during the evaluation period and undertook detailed financial modelling on the commercial offerings of each tenderer to identify the greatest financial return to Council.

Following clarification, Bluefit Pty Ltd and Clublinks Management were the highest ranked tenderers across both price and non-price evaluation criteria and were shortlisted by the TEP to progress to an in-person interview round. The TEP subsequently conducted interviews with Bluefit Pty Ltd and Clublinks Management on 4 August 2023.

Following interviews, both short-listed tenderers were asked to submit their best and final offer along with responses to any remaining requests for clarification. As a result of the best and final

stage, Bluefit remained the highest-ranking tenderer overall, offering the greatest community benefit and best value outcome for Council.

### **FINANCIAL**

Council's preferred commercial return as identified from the EOI process was a Fixed Annual Return to Council, plus a percentage share of revenue in excess of budget forecast and a capital investment contribution.

### **POLICY IMPLICATIONS**

There are no policy implications to this report.

### **CONSULTATION**

Community consultation was not required.

### **SUSTAINABILITY OUTCOMES**

As part of Council's commitment to sustainability, the following are some benefits provided through Bluefit Pty Ltd.

1. Implementation of BlueFit's buy local procurement practices, supporting local businesses that contribute to the local economy;
2. Sport and program opportunities for the local community via Council's Active Communities Program funded by the Bluefit Foundation; and
3. Establishment of a youth-based traineeship program in conjunction with Leisure Employment Australia to provide an aquatic, sports or community recreation school-based traineeship at a local level in the City of Monash.

### **HUMAN RIGHTS CONSIDERATIONS**

There are no human rights implications to this report.

### **GENDER EQUITY ASSESSMENT**

Gender has been considered through the adoption of the Participation Plan for Tennis and Golf. The successful tenderer is required to deliver the Participation Plan throughout the term of the agreement and the plan has a clear focus on the delivery of gender diverse tennis and golf programming at each facility. Each tenderer has been evaluated in relation to gender equity throughout the tender process in accordance with the evaluation criteria.

### **CONCLUSION**

Council considers the recommendations contained within this report in awarding the contract for management services for the Glen Waverley Sports Hub and Oakleigh Golf Course.

### **ATTACHMENT LIST**

Nil