
Expression of Interest: Lease of Commercial Premises Nautilus Arts Centre, 64 Tasman Terrace, Port Lincoln

The City of Port Lincoln invites Expressions of Interest (EOI) from suitably qualified and experienced individuals, businesses, organisations or consortiums seeking to lease and operate the commercial premises located on the ground floor of the Nautilus Arts Centre, 64 Tasman Terrace, Port Lincoln.

The premises were previously operated as a café/hospitality venue and have historically contributed to the activation of the Nautilus Arts Centre, Tasman Terrace and the broader Port Lincoln foreshore precinct. The tenancy occupies a prominent waterfront location within one of Port Lincoln's key cultural, tourism and community facilities and presents a unique opportunity for a suitably experienced operator to establish a business that enhances the visitor experience, supports local economic activity and contributes to the vibrancy of the precinct.

Council is seeking innovative and commercially sustainable proposals that demonstrate operational capability and deliver positive economic, tourism, employment and community outcomes. While the premises are substantially fitted out for café and hospitality operations, Council remains open to alternative or complementary concepts that align with the objectives of this EOI.

1. ABOUT THE PREMISES

The premises:

- Are located on the ground floor of the Nautilus Arts Centre.
- Comprise approximately 66.5m².
- Occupy a high-profile waterfront location overlooking the foreshore.
- Are fitted out for café and hospitality operations.
- Can include café operating equipment owned by Council.

While historically operated as a café, Council remains open to innovative concepts that align with the objectives outlined in this document. Hospitality, food and beverage, tourism and other complementary uses are considered particularly suitable for the site.





2. LEASE INFORMATION

Council anticipates offering a lease providing a total potential tenure of approximately five (5) years, such as:

- 2 years plus a 3-year renewal option; or
- 3 years plus a 2-year renewal option.

Any preferred proponent status will be subject to satisfactory due diligence, agreement on all material lease terms and approval by Council. Selection as a preferred proponent does not create a lease or other binding agreement, which will arise only when formal lease documentation is executed. Council's standard commercial lease provisions relating to asset rationalisation, redevelopment and future strategic use of the site will apply.

The successful applicant will have an option to purchase the existing café operating equipment from Council at Council's acquisition value.

Council reserves the right to:

- Accept or reject any submission.
- Seek additional information.
- Negotiate with one or more applicants.
- Not proceed with any proposal.
- Modify the process at any stage.

3. ASSESSMENT CRITERIA

Submissions will be assessed against a range of factors including:

- Quality of concept and activation outcomes.
- Operator capability and experience.
- Business viability.
- Tourism and economic development outcomes.
- Employment creation.
- Capital investment and asset improvement.
- Integration with the Nautilus Arts Centre and surrounding precinct.
- Commercial return to Council.

Council is not bound to accept the highest-ranked or any submission and may consider broader strategic, financial and community considerations when determining a preferred proponent.

4. PROCESS FOLLOWING CLOSURE

Following closure, submissions will be assessed against the criteria outlined in this document. Administration will present a report to Council outlining the evaluation outcome and recommending the next steps. Council may endorse a preferred proponent, authorise further negotiation or due diligence, request additional information, invite revised proposals or best and final offers, undertake a further market process, decline all submissions, or resolve not to proceed. A report may be considered in confidence where it contains commercial, financial or other information requiring confidential consideration.

5. SUBMISSION REQUIREMENTS

Applicants must complete this form and provide all requested information.

Incomplete submissions may not be considered.

Additional information may be attached where necessary.

SEE NEXT PAGE FOR EXPRESSION OF INTEREST FILLABLE FORM



City of Port Lincoln

Template No 18-23-T39

Address: Level One, Civic Centre, 60 Tasman Terrace, Port Lincoln SA 5606
Postal Address: PO Box 1787, Port Lincoln SA 5606
Email: plcc@plcc.sa.gov.au **Web:** www.portlincoln.sa.gov.au
Telephone: (08) 8621 2300

Expression of Interest Form: Lease of Commercial Premises Nautilus Arts Centre, 64 Tasman Terrace, Port Lincoln

1. APPLICANT DETAILS

1.1. *Applicant / Business Name*

1.2. *ABN / ACN*

1.3. *Business Structure*

☐ Sole Trader

☐ Partnership

☐ Company

☐ Trust

☐ Other

1.4. *Contact Person*

1.5. *Position*

1.6. *Postal Address*

1.7. Telephone

1.8. Email

1.9. Website / Social Media Links

2. PROPOSED BUSINESS CONCEPT

2.1. Business Overview

Describe your proposed business concept.

Please include:

- Nature of the business.
- Products and services offered.
- Target market.
- Unique selling points.
- Why the concept is suitable for this location.

2.2. Activation Outcomes

Describe how your proposal will contribute to the activation of the Nautilus Arts Centre, Tasman Terrace and the foreshore precinct.

Please include any proposed:

- Events.
- Community initiatives.

- Partnerships.
- Extended trading opportunities.
- Other activation measures.

2.3. *Operating Hours*

Please provide your proposed days and hours of operation.

3. OPERATOR EXPERIENCE AND CAPABILITY

3.1. *Relevant Experience*

Tell us about your business idea? Provide details of your experience operating similar businesses: **Business, Location, Years of Operation and Your Role.**

3.2. *Key Personnel*

Identify the individuals who will be responsible for establishing and operating the business.

3.3. References

Please provide details of at least two business or professional referees.

Referee 1

Name

Organisation:

Position:

Phone:

Email:

Referee 2

Name

Organisation:

Position:

Phone:

Email:

4. BUSINESS VIABILITY

4.1. Business Plan

Please attach a business plan addressing:

- Business objectives.
- Marketing strategy.
- Operational approach.
- Staffing structure.
- Financial forecasts.

Provide a summary below.

4.2. Financial Capacity

Describe how establishment and ongoing operations will be funded.

4.3. Likelihood of Success

Explain why you believe your proposal will be commercially successful and sustainable.

5. TOURISM AND ECONOMIC DEVELOPMENT

5.1. Tourism and Visitation Outcomes

Explain specifically how your proposal will increase visitation to:

- The Nautilus Arts Centre.
- Tasman Terrace.
- The Port Lincoln foreshore precinct.

5.2. Economic Benefits

Outline any broader economic benefits expected from your proposal.

Examples may include:

- Local purchasing.
- Local supply chains.
- Partnerships with local businesses.
- Attraction of visitors.
- Support for tourism.

6. EMPLOYMENT CREATION

6.1. Employment Outcomes

Please estimate the employment opportunities that will be created.

Position Type	Number of Positions
Full-Time	
Part-Time	

Casual	
Apprentices / Trainees	

Please provide any additional information.

7. **CAPITAL INVESTMENT AND IMPROVEMENTS**

7.1. ***Capital Investment***

Please detail your proposed investment.

Item	Estimated Value (\$)
Equipment	
Fit-Out Improvements	
Furniture & Fixtures	
Marketing & Branding	
Other Investment	
Total Investment	

7.2. ***Asset Improvements***

Describe any proposed improvements to the premises and how these improvements will enhance the asset.

Please attach drawings or concept plans where available.

8. **INTEGRATION WITH THE NAUTILUS ARTS CENTRE**

8.1. ***Integration with the Nautilus Arts Centre and Precinct***

Describe how your proposal will complement, activate and support:

- Nautilus Arts Centre activities.
- Exhibitions.
- Community programs.
- Council events.
- Activities occurring within the broader precinct.

9. COMMERCIAL PROPOSAL

9.1. *Proposed Annual Rental*

Please nominate the annual rent you are proposing to pay to Council.

Proposed Annual Rent (excluding GST):

\$ per annum

Please provide any supporting explanation regarding your rental proposal.

9.2. *Preferred Lease Term*

Please indicate your preferred lease structure.

- ☐ 2 years plus 3-year renewal option
- ☐ 3 years plus 2-year renewal option
- ☐ Alternative proposal

Please provide details if proposing an alternative structure.

9.3. Rent-Free Period or Establishment Assistance Requested

Are you seeking a rent-free period as establishment assistance from Council?

☐ No

☐ Yes

If yes, please provide details.

Period Requested

Reason

9.4. Other Concessions or Lease Variations Requested

Please detail any concessions or departures from standard commercial lease arrangements that you would like Council to consider.

Examples may include:

- Staged rent increases.
- Outdoor dining areas.
- Signage opportunities.
- Council assistance with improvements.

9.5. Outgoings

Please confirm your willingness to pay all applicable outgoing associated with the tenancy.

☐ Yes

☐ No

If no, please provide details.

9.6. *Equipment Purchase Acknowledgement*

Council offers prospective tenants the opportunity to purchase existing café operating equipment located within the premises. All or some can be purchased by the successful lessee at Council's acquisition value.

☐ I acknowledge and understand this requirement.

Comments:

9.7. *Additional Operational Requirements*

Please identify any additional requirements Council should consider.

Examples may include:

- Access requirements.
- Utility upgrades.
- Event support requirements.
- Special operating arrangements.

10. SUPPORTING DOCUMENTATION CHECKLIST

10.1. *Mandatory Attachments*

- ☐ Business Plan
- ☐ Evidence of Relevant Business Experience
- ☐ Financial Capacity Information
- ☐ Financial Forecasts or Operating Budget

☐ References

10.2. Optional Attachments

☐ Concept Drawings

☐ Fit-Out Plans

☐ Menu Concept

☐ Marketing Strategy

☐ Letters of Support

☐ Photographs / Visual Concepts

☐ Other Supporting Information

11. DECLARATION

I declare that the information provided in this Expression of Interest submission is true and correct to the best of my knowledge.

Applicant Name

Position

Signature

Date

12. SUBMISSION DETAILS

EOI Opens: Tuesday 6 October 2026

EOI Closes: Tuesday 17 November 2026, 5pm

Lodgement Method: Email completed form and relevant attachments to matthew.dunn@plcc.sa.gov.au

Enquiries:

Mr Matthew Dunn
Manager Property and Sustainability

City of Port Lincoln
Phone: 8621 2300
Email: matthew.dunn@plcc.sa.gov.au

Late submissions may not be considered. Council may seek clarification or additional information, undertake due diligence, conduct interviews or presentations, shortlist or negotiate with one or more applicants, invite revised proposals or best and final offers, undertake a further stage or market process, decline all submissions, or decide not to proceed. If negotiations with a preferred proponent do not result in an acceptable agreement, Council may cease those negotiations and consider another proponent or recommence the process. Participation in this EOI does not create any entitlement to enter into a lease with Council.