

BRYANSTON *Est 1976* MARKET at MICHAEL MOUNT

Request for proposals: Tenant to lease restaurant space at the Bryanston Market at Michael Mount

The Bryanston Market at Michael Mount (BM) seeks a tenant to lease their main restaurant space.

This document sets out the background to the call for proposals, terms and conditions for applications and criteria for selection of the preferred tenant.

Date of issue of Request for Proposals:	19 March 2020	
Closing date for submission of proposals:	14 April 2020	Time 16:00
Proposals can be submitted in hard copy to:	Market Office 40 Culross Road (off Main road), Bryanston, Johannesburg South Africa	
	or	
by email to:	nico@bryanstonorganicmarket.co.za	

Bidders are strongly encouraged to inspect the restaurant site. Visits can be arranged through the BM office
Tel: + 27 (11) 706 3671.

A non-compulsory tender briefing will be held at BM on 24 March at 10:00.

Bidders are encouraged to register their interest by email to: nico@bryanstonorganicmarket.co.za

Questions for clarification may be submitted by email and the answers will be shared by email with all bidders who have registered their interest.

Upon evaluation of proposals submitted the BM will enter into negotiations with the preferred tenant sign a lease.

The BM reserve the right to require the shortlisted applicants to participate in a trial meal preparation session.

The BM reserves the right to cancel this RFP and not select a tenant through this process.

Objective

The objective of this exercise is to contract with a hospitality business to provide a 6 day per week food and beverage service which will operate within the pre-existing restaurant space of the BONM. The 6 days include 2 market days.

Background

BM opened in 1976. It currently opens 2 days a week within the grounds of the Michael Mount Waldorf School, Bryanston, Johannesburg. The market location is in close proximity to several major corporate headquarters and an affluent residential community. These groups and also the school community constitute the core customer base for businesses that operate/ will operate within the space. The BM have a long history built up over several decades of providing ecologically and socially ethical products. There is significant brand recognition for and customer to BM as a consistently trustworthy institution that represents the best of good, clean, fair food services.

Positioning Statement

- The BM currently offers a space where consumers can speak directly to makers and socialize in a peaceful, outdoor environment. Workshops and talks promote community learning and sharing in order to enrich community-based, mindful lifestyles.
- We are committed to providing customers with good quality, artisanal products with a focus on, authentic, indigenous, natural and organic food, design artifacts, health and wellbeing .
- As befits our role within the Michael Mount Waldorf School, we focus on providing an experience that can be shared with family and friends within which child play experiences are central to our conscious community development.
- Compatible values would be necessary for any tenant working within the BM restaurant space.

Deli and Restaurants Aims

The aims detailed below are the ideals towards which we strive. While not necessarily always achieved, we are committed to choosing the best possible alternatives at all times.

- Artisanal and locally produced
- In line with current health trends
 - Ingredients used are to be organic or natural
 - If natural, grown without chemical pesticides and fertilizers
- Any claims as to the organic status of a product or ingredient, must either be substantiated by a third-party certified organic certificate, or assessed and endorsed by the Bryanston Market PGS
 - No chemical preservatives, additives, flavourants or colourants
 - Free range meat products free of prophylactic antibiotic treatment and hormones
 - No irradiated ingredients
 - Not knowingly use ingredients that have been genetically modified
 - Where possible, certified organic alternatives are to be made available for customers' optional choice
 - While not obligatory, the purchase of ingredients from other traders at the market is encouraged
 - Ingredients bought from other stallholders may be negotiated at wholesale prices outside of the stallholder financial system of the market, or, by arrangement with market management, may be billed through the stallholder financial system at 0% commission

Deli & Restaurant – Packaging and Labelling

- Minimise the use of plastic packaging for products wherever possible
- Takeaway food packaging and utensils must be compostable
- No plastic crockery, cutlery, servicing dishes and utensils may be used
- Complying with labelling regulations as prescribed by the Consumer Protection Act and food labelling regulations. Nutritional cards required per meal
- Collaborative co-branding opportunities with the market are explored
- Allergens must be visibly listed and displayed in line with the requirements of the food labelling regulations

Restaurant Menus

- Menus to display style of cuisine and the unique features of the dishes on offer
- While no exclusivity on a menu item or dish is granted by the market, an exact replica of an existing offer by another restaurant TRADER is not allowed. Where similar dishes or menu items are offered by different Restaurants, they should be complementary to the current restaurant mix
- Restaurant traders are to undertake market research in order to maintain reasonable pricing structures
- Restaurant traders should present new menu offerings at least twice a year, in order to keep them competitive in the sector
- Allergens must be visibly listed and displayed in line with the requirements of the food labelling regulations

Deli & Restaurant – Presentation and Display

- No display meals on serving counter
- Tasters are encouraged. Must be displayed with utensils to handle e.g. toothpicks
- Heated and chilled food must be temperature controlled in line with the guidelines of the Health Dept. Certificate of Acceptability
- Products must display prices or price lists must be clearly visible
- Naked goods must be displayed with ingredient list
- Trading name to be displayed in trading space in line with the corporate branding identity of the market

Facilities

- Square meterage of working space: interior kitchen preparation area 6 x 9 meters, pantry area of 3 x 3, outside scullery area 4 x 6 meters. The outside area is currently used only for washing up, waste disposal and deliveries but could be enclosed and covered so as to provide additional cooking space. The BM undertake to enclose and cover the outside area prior to tenants taking up occupancy.
- Equipment and fittings of in and outside area will be for tenants account
- Customer space: 10 x 16 with 90 seats. This space is currently uncovered but the BM undertakes to provide a covered space within this area

- Water and electricity (60 amp, 3 phase) connections in place (the BM will negotiate the gas connection)
- Security: 24/7
- Deliveries: can park directly behind the restaurant
- Customer parking in excess of 50 parking places
- Space is COA compliant. New tenant will need to apply for new COA

Rent and utilities charges

- Rent: the standard market commission of 16% is payable on all products manufactured in the kitchen
- No back up power in the event of load shedding
- There is currently no separate water and electricity billing but the BM undertake to install separate water and electricity meters in the space. Water and electricity account is in addition to the 16% discussed above

Minimum level of service required

- 6 days per week (Tuesday to Sunday), 7am to 3 pm during the week and 8am to 3 pm on weekends
- The business must provide a full restaurant service on market days and a paired down café service on all other days. Any other catering commitments are at the discretion of the business owner
- Meet the ethical criteria for good, clean, fair food as set out in the rules and regulations of the BM which is annexure one of this document

Term

The minimum term of the lease will be 3 years with an automatic right to renewal after the first term has elapsed, subject to meeting terms and conditions with 3-month notice period either side.

Bid evaluation criteria

Bids will be evaluated within a 100-point system.

Criteria	Requirement	Document(s)	Score
1) Food service experience	The applicants must list relevant past experience and contact details for two references in order to verify and evaluate this experience	a) List of roles and responsibilities in food service industry b) Two contactable references	30
2) Qualifications	The applicant must list qualifications and training undergone	Copies of certificates	10
3) Sample menu	Show offering proposed for the BONM service	a) Sample menu b) food costings	15
4) Vision statement	The applicants must write a statement of no less than 500 words and no more than 1000 words describing the nature of their proposed business. This statement must include an indication of how they propose to express the ethos of	Written statement	30

	the market within their business. The statement must also indicate how the business owner plans to expand the current offering and customer base within that ethos. Specific examples must be provided		
5) Developmental impact	The BM committee are looking to appoint an experienced business owner with a proven track record. Part of the reason for such an appointment is the developmental potential therein. Specific plans to build mentoring of emerging stall holders into the bid will be looked upon favourably	Written proposal	15

Bid submission completeness

Complete all details and mark the applicable response with an X

A Bidder details

Full name of person/ business

RSA ID no. / business registration no.

Physical address

Telephone, cell phone, email

B Acceptance of service terms

	Terms	Accept	Decline	Propose variation
Trading hours	6 days per week (Tuesday to Sunday), 7am to 3 pm during the week and 8am to 3pm during weekends			
Service	The business must provide a full restaurant service on market days and a paired down café service on all other days. Any other catering commitments are at the discretion of the business owner			
Ethics	Meet the ethical criteria for good, clean, fair food			
Ethos	Accept and embrace market ethos			
Agreements	Accept BM stallholder selection criteria, and declaration of ingredients and source of products			

Proposed variations must be motivated in full in writing in a separate document that forms part of the bidder's submission.

C Proposal responsiveness

	Included	Not included
1) Food service experience		
2) Qualifications		
3) Sample menu		
4) Vision statement		
5) Developmental impact		

D Authority to submit

I warrant that all the information in this proposal is true and correct.

I warrant that I have the authority to submit this proposal to the BONM

Signed date