



Stall 185 (Aisle D)

EOI Stall Prospectus

Submit an Expression of Interest
to be part of the iconic
South Melbourne Market



southmelbournemarket.com.au

South Melbourne Market

The Quintessential Village Market

With over 5.5 million visitors annually, the South Melbourne Market has, and continues to, set the standard in placemaking and has delivered consistent growth in visitation over the past decade. Since 1867, the Market has been a treasured inner-city landmark and a favourite among locals and visitors. It is the quintessential village market, a place where people come not only to purchase fresh food, but to meet, eat, drink, shop, discover, share, and connect.

Inside our Market, authentic traders display their wares with pride and passion. Quirky and playful characters are found behind the counters, delivering old fashioned customer service with a smile. We embrace and showcase the local, supporting local farmers, artisans, and producers. It is a foodie's paradise where freshness, quality and diversity are paramount and foodstuffs from land and sea are on show. We celebrate a philosophy of real food, encouraging you to cook dishes made from great quality, fresh produce sourced from our family of traders you know, love and trust.

We are home to seriously good coffee, specialty tea and a vibrant restaurant precinct for day and night-time activation. There is also an amazing array of merchandise and services with everything from clothing, homewares and second-hand books to hairdressing and pet food. With a calendar of live music, events and activities, the Market is a happy and experiential place that celebrates the senses.

South Melbourne Market is owned and operated by the City of Port Phillip and advised by a Special Advisory Committee of the Port Phillip Council.

The South Melbourne Market Committee has the responsibility of overseeing the Market on behalf of Council.

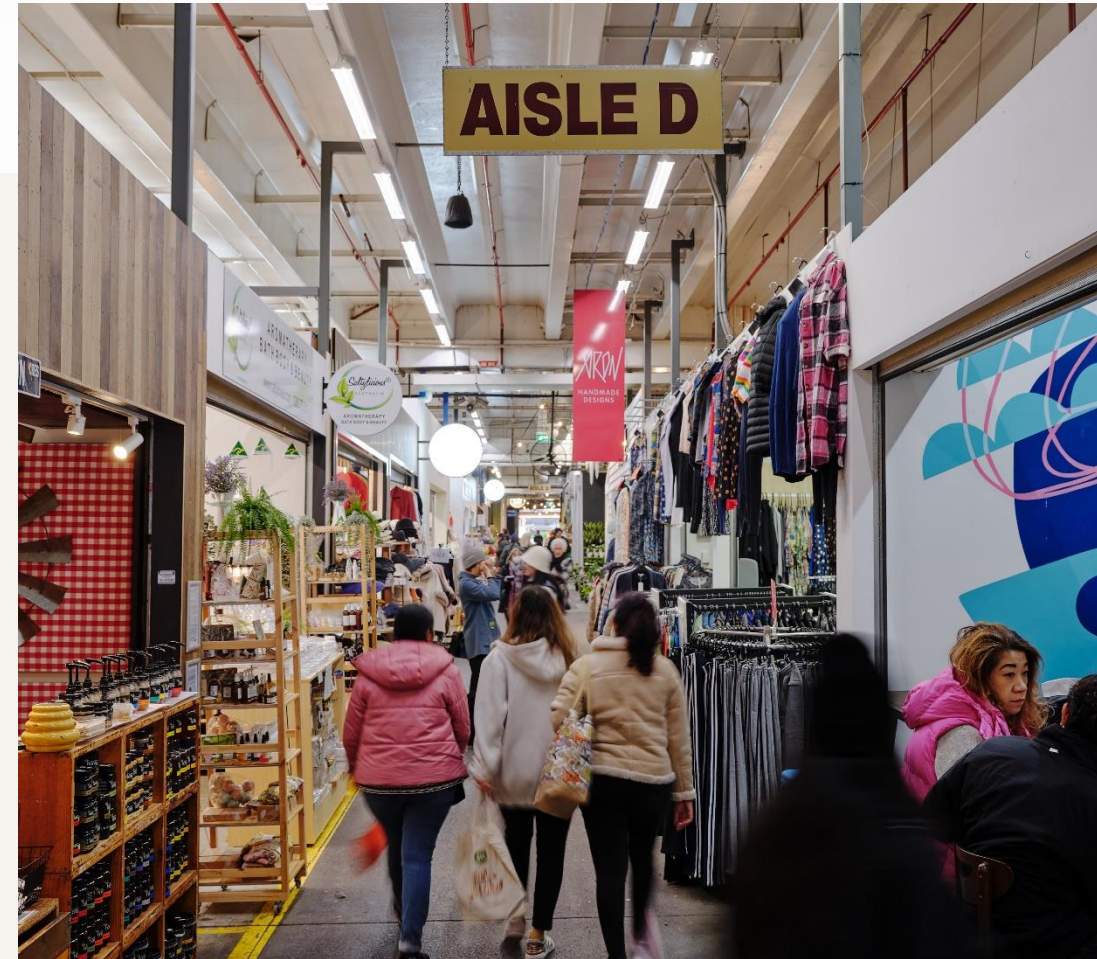
Stall 185 - Stall Details

Details :

- **Category:** General Merchandise (Non-food or beverage area)
- **Stall Location:** Aisle D, opposite Brother Hatters, and across from Aptus Seafood Grill
- **Trading hours:** Currently four days:
 - Wednesday 8am – 4pm
 - Friday 8am – 5pm
 - Saturday 8am – 4pm
 - Sunday 8am – 4pm
- **Size:** approx. 28.7m2 internal stall space, with a double width frontage

Licensing, fees and stall details:

- **Licence Term:** 3-year
- **Proposed Form of Agreement:** South Melbourne Market Licence
- **Permitted Use:** General Merchandise only (**no food will be accepted in this location**)
- **Fixtures and Fittings:** A new fit-out will be required, please provide details on what your concept would be for this space including a proposed Stall Fit-out concept and Plan
- **Rental Fees:** See fee table on page 6
- **Estimated outgoings:** The Licensee will be required to pay any metered charges for utilities. The licensee will also be required to pay a monthly pest control fee, amount TBA.
- The Licensee is responsible for effecting and keeping a **Public Liability insurance** policy for at least \$20 million for their stall.
- **Security Deposit:** The security deposit is equal to three months licence fee excluding GST. and will be required to be paid at the commencement of the licence.



Stall 185 - Map Location



STALL 185
General Market precinct,
Aisle D
Adjacent to Aptus Seafood Grill
and Brother Hatters

Stall 185 - Precinct

Aisle D - Precinct overview

Stall 185 is located in the Market's busy Aisle D, positioned between Centre Aisle and West Aisle / Deli Aisles.

Aisle D is known for its enticing range of general merchandise, a mix of accessories and clothing stalls such as - **Brother Hatters**, **Aron Katona**, **Luna & Soul**, **Remedy Clothing** and the passage way to the incredible seafood offer at **Aptus Seafoods** and the Deli Aisle.

This aisle acts as a major thoroughfare for customers from Cecil Street and carpark access points, through to the Deli Aisle, Food Hall and other areas of the Market.

Features:

- A vibrant precinct with a loyal customer visitation
- Quality, complementary concepts and Market retailers
- **Good location** - Central Market location close to busy Deli Aisle, West Aisle and Centre Aisle
- **Good footfall** - total entry into the Market was 5,538,000 for the 23-24 year, with approx. **1,479,295 people walking directly past Stall 185** in Aisle D
- Approximately **27% of total visitation** annually pass the tenancy



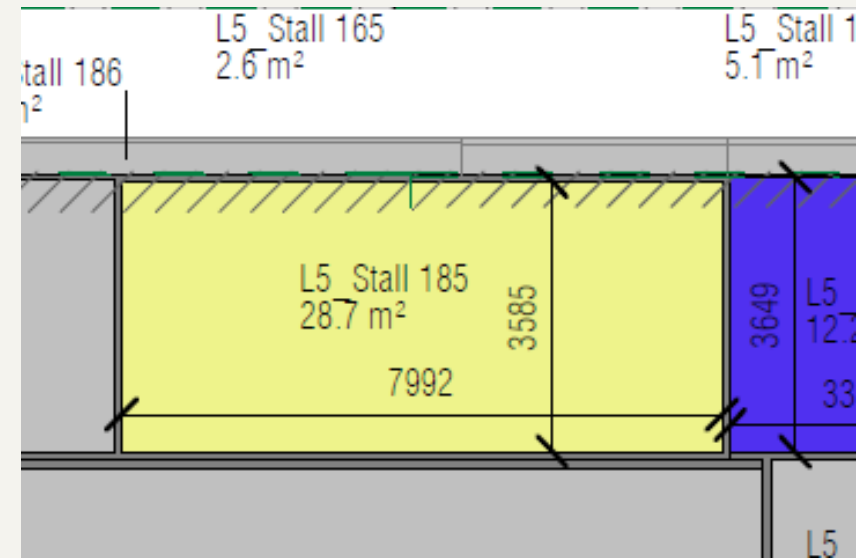
Stall 185 - Rental & Floorplan

Fee Table:

Stall 185				
Commencement				
Annual Fees (incl GST)	Year 1 1 July 2024 To 30 June 2025	Year 2 1 July 2025 To 30 June 2026	Year 3 1 July 2026 To 30 June 2027	Year 4 1 July 2027 To 30 June 2028
Stall fee increase on previous year		3.65%	3.65%	3.65%
Stall Area Fee	\$ 27,279.84	\$ 28,275.55	\$ 29,307.61	\$ 30,377.34
External Area Fee	\$ -	\$ -	\$ -	\$ -
Display Area Fee	-	-	-	-
TOTAL incl GST	\$ 27,279.84	\$ 28,275.55	\$ 29,307.61	\$ 30,377.34
TOTAL excl GST	\$ 24,799.85	\$ 25,705.05	\$ 26,643.28	\$ 27,615.76
GST	\$ 2,479.99	\$ 2,570.50	\$ 2,664.33	\$ 2,761.58
Monthly Fees (incl GST)				
Stall Area Fee	\$ 2,273.32	\$ 2,356.30	\$ 2,442.30	\$ 2,531.44
External Area Fee	\$ -	\$ -	\$ -	\$ -
Display Area Fee	\$ -	\$ -	\$ -	\$ -
Total	\$ 2,273.32	\$ 2,356.30	\$ 2,442.30	\$ 2,531.44

The above table is the agreed valuation rental fees for Stall 185

Floorplan:



Stall 185- EOI Process

Expression of interest process

The expression of interest process and business selection will be conducted by members of the South Melbourne Market (SMM) Management Team. Submissions must be lodged via electronic submission, after discussion and agreement with the Licensee regarding the sale of business.

1. Applicants to read and understand all documentation.
2. Develop Business Plan: a link to a template is available on the [South Melbourne Market website](#) or you can develop your own addressing the information requested in the template.
3. Fill out and submit the application form online via the Market website before the expression of interest closing date.
4. An evaluation panel comprising of South Melbourne Market Management Team members will evaluate each application based on evaluation criteria.
5. Applicants are shortlisted and interviewed
6. SMM Management & SMM Committee support of applicant(s)
7. Successful applicant advised
8. Licence prepared and delivered.



Stall 185 - Application requirements

Registering your interest

Interested parties are invited to express their interest by submitting an application, supported by a Business plan which focuses on the following:

- Strong focus on a viable, commercial operation
- Proposed business strategy
- Experience – details around:
 - background and previous relevant experience,
 - small business experience,
 - small business management and/or ownership
 - understanding of product innovation and trends,
 - future vision
- A passion for sustainability in business, environmental and social sustainability business strategies
- Best practice, creative and innovative business operations
- A desire to join the thriving and unique South Melbourne Market community



South Melbourne Market

Get in touch

South Melbourne Market Management:



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Corner of Cecil & Coventry Streets, South Melbourne



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