

REQUEST FOR EXPRESSIONS OF INTEREST

31 MARCH 2014

Request for Expressions of interest (REOI)

for the redevelopment of The Grange Golf Course, Papatoetoe, Auckland.

This REOI is being issued by:	**The Grange Golf Club, Inc. (The Grange)**
REOI issue date:	**31 March 2014.**
Date that Response Closes:	**30 June 2014.**
Responses must be delivered to;	**The CEO,** **The Grange Golf Club** **Grange Rd,** **Papatoetoe, Auckland.**
REOI Information Contact:	**Name:** **Phone number:** **Mobile number:** **Email address:**

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Section A: Background and expression of interest process.

1. Introduction and background.

The Grange owns in its own right approximately 40 Ha's of land at Papatoetoe which it uses exclusively as a golf course. The Board of The Grange has determined that it is in the best interests of its members that the property be redeveloped with the intention of;

a) Retaining a 18 hole golf course, and associated facilities to the same or better standard that presently exists; and
b) Realising the value of any surplus land by offering it for sale to the successful Respondent.

The Grange wishes to seek proposals from suitably skilled and resourced organisations with the ability to redevelop the property to give effect to its intentions (the scheme)

This Request for Expressions of Interest (REOI) is issued by the Board of The Grange. Through this REOI, The Grange invites submission of interest to give effect to its intentions above described.

The aim of The Grange in this process is to obtain sufficiently detailed information from potential Respondents about their respective organisations and their ability to execute the scheme. The Grange will use this information to identify between two and five shortlisted participants who will be invited to respond to a full Request for Proposal (RFP). More detailed information on methodology, resourcing, and price will be required at the RFP stage.

It is anticipated that there will be numerous interested parties, so the REOI process will help identify those Respondents that will deliver the best quality, service and value.

In awarding the contract to a Respondent, The Grange intend to achieve;

a) The best outcome for its members
b) Optimum value consistent with its strategic objectives.

2. Scope of contract.

Redevelopment of The Grange Golf Course and facilities and sale of surplus land (collectively "the scheme").

The scope of the contract is provide Grange with a redevelopment plan for its entire estate that contains a;

a) Golf course. -A redevelopment of the golf course to the same or better standard than currently exists. There are minimum requirements that are not negotiable.
    i. The course must contain at least 18 holes (plus one par 3 'stand by' hole) and be at least Par 70. The mix of par 3, 4 and 5 holes; their distribution throughout the course must be consistent with good course design.
    ii. The golf course is to be fully irrigated.
    iii. The golf course must be adequately drained to ensure that it can be played in all but severe adverse conditions.
    iv. The course is to landscaped and planted to a standard consistent with the overall standard of the redeveloped golf course.
    v. Overall the golf course must retain its status as one of the preeminent golf experiences in the Auckland region.

b) Club house. - An upgrade of the current club house consistent with overall standard of the golf experience achieved by the redevelopment scheme is a requirement. In the alternative the Respondent may choose to propose the construction of a new club house facility. The Club house will provide as a minimum locker rooms, bar and restaurant, lounge, offices and Board room suitable for its members.
c) Golf Professional retail outlet, workshop, cart storage and teaching facility that may be part of the clubhouse and/or a separate building suitable for operation by a NZPGA professional.

d) Green keepers' facility for the storage of plant and equipment required to maintain the golf course including but not limited to the storage of chemicals. There is a relatively new compliant facility contained within its boundaries that may be retained.

e) Golf practise facility to a suitable standard commensurate with the overall standard of golf course and related facilities.

Surplus land.

Having developed a scheme for a revised course layout including the siting of the club house, green keepers' , NZPGA professional and golf practice facilities the Respondent is to determine what surplus land is available for disposal by The Grange.

The Respondent is provide a subdivision plan with respect to the surplus land that provides details of the optimum use of the surplus land and the extent to which the subdivision plan is consistent with the current or proposed Auckland City Council Unitary Plan.

It is a requirement that the proposed use (in whole or in part) is not in conflict with The Grange and the quiet enjoyment of its golf course and facilities.

The Respondent is required to purchase all or part of the Surplus Land upon agreed terms.

Indicative Contract.

Having scoped and developed a scheme for the redevelopment of The Grange golf course and facilities and developed a plan for subdividing the surplus land the Respondent is to provide an Indicative contract (in the form of a nonbinding Heads of Agreement) that separately provides the following;

a) An indicative price for the redevelopment of the golf course.
b) An indicative price for the upgrade of the Clubhouse or its rebuild (in the alternative)
c) An indicative price for Green keeper's facilities.
d) An indicative price for the NZPGA professional facilities.
e) An indicative price for Golf practice facilities.
f) An indicative price for ancillary matters that might include (but not limited to) roading, services, fencing, gates and security and any other item or items that are required to complete the Grange Golf Course and facilities as described.
g) An indicative price and terms for the outright purchase of all or part of the surplus land.

Ancillary Matters to be contained in the indicative contract.

a) The redevelopment plan should consider the impact on the members of The Grange playing golf to the intent that there should be minimum disruption.
b) The timing and staging of all aspects of the scheme.
c) Payment terms including deposit and retentions.
d) Other material terms.

Other matters

The Grange will provide all relevant information it hold in its possession to enable the Respondent (subject to the Respondent executing a Confidentiality Agreement) to complete its EOI. These may be viewed at The Grange.

The Grange reserves the right to engage separate suppliers with respect to all or any of the matters contained in Redevelopment of The Grange Golf Course and facilities.

The Respondent is not limited to providing one scheme and it may if it so chooses provide any number of including variations or options to any part of its proposal(s).

3. REOI Programme

The following is an indicative REOI programme. The Grange may modify the steps and/or date at any time at its sole discretion. Participants will be notified of the changes.

REOI issued	31 March 2014.
REOI Closing Date	30 June 2014.
Selection of Short listed parties	18 July 2014.
Issue of RFP	31 July 2014.

4. REOI selection process.

The Grange intends that its nominated evaluation team will evaluate each EOI based on the information provided in the Scheme(s) and those matters required in the following section C.

After evaluation of the EIO's The Grange may proceed to a competitive process, which may include a Request for Proposal (RFP) or a request for tender (RFT) from the shortlisted Respondents or negotiate directly with one or more selected respondent's. Participation in the next steps may not be limited to those who provide EOI's under this REOI.

5. Form of Response.

The Grange does not require responses to be submitted in accordance with any particular structure, however it is preferred the response is in the same order as requested in Section C to be followed by any other information the Respondent may deem relevant.

6. Submission of Response.

The Respondent warrants that:

a) All information it submits is complete and accurate in all material respects and is not misleading whether by omission or otherwise.
b) None of the information it submits breaches any third party rights, including intellectual property rights and the use of the information in relation to this REOI will not breach such rights.
c) It has not withheld any information potentially relevant to The Grange's consideration of its response, including actual or potential controversies, disputes or claims involving the respondent.
d) The foregoing warrantees will remain true and correct during the period of any negotiations between the Respondent and The Grange.
e) All information provided as a result of the REOI will remain confidential.

Section B: Further Conditions

Issue of REOI documents.

The issue of REOI documents is not an offer to enter into a contract.

The REOI documents or other information (REOI documents) have been supplied by The Grange to assist Respondents in preparing EOI's. The Grange does not represent or warrant the completeness or accuracy of the REOI documents. Respondents rely on any information provided in relation to this REOI at their own risk and are responsible for the interpretation of that information. REOI documents remain the property of The Grange.

The contact person may be contacted with any questions in relation to this REOI up and until 30 June 2014.

Ambiguities in the REOI documents.

The Respondent may request in writing an explanatory notice where the REOI document is unclear and The Grange will promptly respond to all Respondents.

Submission of EOI.

Respondents must respond in writing with details of the scheme or schemes together with the required information in Section C by the Closing date.

The Grange reserves the right to extend the period for the receipt of EOI's.

The EOI must be physically delivered to The Grange.

The cost of preparing and submitting an EOI, and the cost of any subsequent negotiations, meetings or discussions will be borne by the Respondent exclusively.

Acceptance of EOI

The Grange may request any respondent to clarify and/or adjust aspects of its EOI.

The Grange reserves the right negotiate with any shortlisted respondents at any time.

Shortlisting of any respondents does not constitute acceptance by The Grange of that respondents EOI or imply or create any obligations on The Grange to proceed with a competitive process or enter into any commitment to contract with the respondent.

The Grange reserves the right (without notice) to

a) Accept none of the EOI's
b) Waive any irregularities in the EOI process
c) Amend the process or documents at any time
d) Suspend, cancel in whole or in part the REOI process
e) Enter into negotiations with one or more respondents
f) Request additional EOI's

without incurring any liability to any respondent, shortlisted or not.

Notification of acceptance.

Respondents will be notified of the outcome of the REOI.

Due Diligence

As part of the REOI process The Grange (or its advisers) may carry out due diligence investigations of any Respondent. The respondent agrees to cooperate fully and provide such information that The Grange might reasonably request in a timely manner otherwise the Respondents involvement will be at an end.

No Obligations

No legal or other obligation will arise in relation to the conduct or outcome of this REOI process.

No legal or other obligation will arise in relation to matters contained in the REOI or a Respondents EOI unless and until a formal written agreement is signed with The Grange and the Respondent.

The Grange or its advisers will not be liable in contract, tort or in any other way for any direct or indirect damage, loss cost or expense incurred by any person in respect of the REOI process, its conduct or outcome.

Confidentiality.

The REOI documents are confidential. Respondents must not release disclose any document to any other person without the prior express permission of The Grange.

Respondents must not make any public statement regarding the REOI process without the permission of The Grange.

The Respondent may be required by The Grange to sign a Confidentiality Agreement at any time.

Section C: Request for Additional Information.

In addition to the Scheme or schemes submitted the Responses must cover the following information.

A. Relevant Experience and track record.

A1	Provide relevant contract examples to provide evidence of the Respondents previous experience undertaking works of a similar nature similar to scope of work in the REOI and performance.
A2	Detail how your experience will enhance the outcome sought by The Grange.
A3	Describe material achievements in delivering a results in similar contracts such as value added initiatives and cost savings
A4	Evidence of market reputation such as references. Include Industry alliances (MasterBuilders etc)
A5	A statement of relevant experience of any subcontractors that are proposed to be used and specify the role they will take.

B. Relevant Skills (Provided in relation to each task, namely; course design and construction; building design and construction; land subdivision)

B1	Team structure and personnel
B2	Key personnel, roles and experience
B3	Subcontractors CV's

C. Financial Capacity

C1	Organisational details, Shareholders, Directors.(if other please detail – Partnership, consortium etc)
C2	Brief corporate history
C3	Ability to fund Project financial requirements, cost overrun and/or subcontractor default.
C4	Availability to Bond or guarantee.
C5	Reliance on financial capacity of Sub contractors – provide same information.
C6	The financial capacity to acquire the surplus land.

Section D Further Information Regarding The Grange Golf Club ("The Grange").

The Grange Golf Club (Inc) is an incorporated Society.

The Grange was founded in 1924 and moved to its existing site in the mid 1930's.

The Grange is an Incorporated Society under the Incorporated Societies Act of 1908. The Grange is managed by a Board that is elected annually by Members. The day to day operations of The Grange are managed by a General Manager.

There are presently 700 members of The Grange. There are various categories of membership which dictate playing rights and subscription levels. All current full playing members of The Grange are entitled to vote at a meeting of members.

Management of the Club.

The current members of the Board are:

Rob Chemaly, Chairman

Phil Sheat

Peter Clarke

Adrienne Greenwood

Kate Wilkinson

Selwyn Screen

Andy Wethasinghe, President

Mike Woods, Club Captain

The Board operates several sub- committees, one of which is responsible for property and other assets. This subcommittee will oversee the REOI process and ultimate sale. At each stage, the subcommittee will make recommendations to the Board for its approval before moving to the next step in the process.

The Property subcommittee members are;

Selwyn Screen, Chairman

Peter Clarke

The General Manager is;

Mark Stuart

Sale of land.

Any decision regarding the sale of land requires the vote by members at a Special General Meeting. The Rules of The Club require the approval of a simple majority of members at the meeting.

It is expected that the Board will communicate with members of a regular basis as each of the various sales process milestones are met. The ultimate decision to sell land will be based on the recommendations of the Board.

The Grange land.

The Grange occupies 46 ha of flat land in Papatoetoe, Auckland bounded by Grange Rd to the North, Great South Rd to the east, Shirley and Omana Rd's to the south and an inlet from the Tamaki Estuary to the west. The land is interspersed with several natural gullies which run across the course generally in a south to north direction, and all flowing into a 1.6 Ha manmade lake that discharges in to an estuary of the Auckland Harbour.

The course is the recipient of storm-water flow from the Papatoetoe south area (under an agreement with the Auckland Council) and this runs across the course in three major defile / creek lines. In general, the Council accepts responsibility for the storm-water run-off.

The Grange has freehold title to all the land except for the bottom of the lake, ownership of which is vested in the Crown , and managed by DOC. The Grange has the right to take water for irrigation purposes.

The Course.

The Grange has developed a reputation over the years as being one of the very best "parkland " golf courses in the country, as evidenced by The Grange hosting five New Zealand Open events; the most recent being 2004. It is the intention of the Board and members that the golf course retains the course at the highest level.

Contact details:

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