



**Title**

EOI Tennis Centre – Coach/Tennis Business Operator

**Reference No.**

Sunshine Coast Council Baringa District Sports Complex

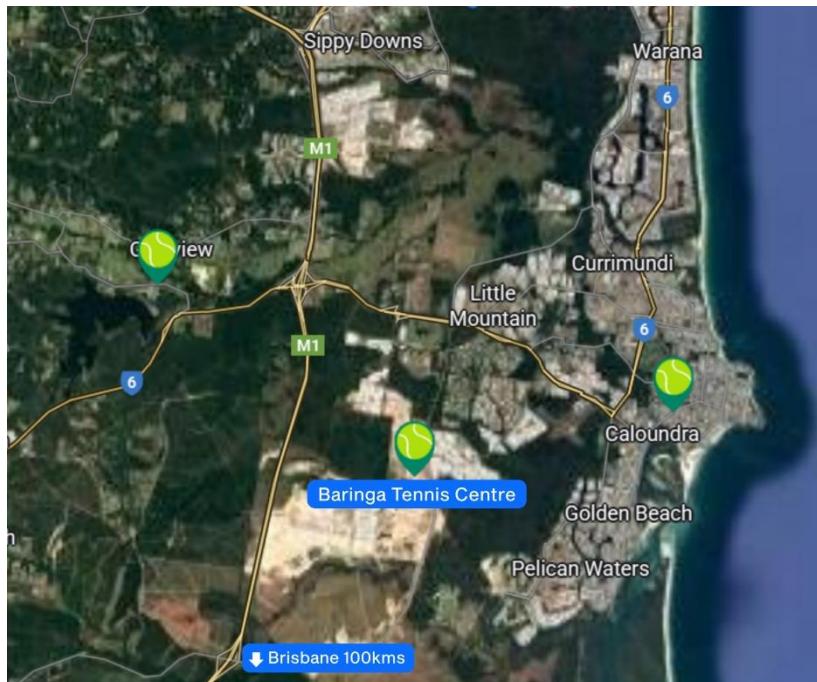
**Closing Date & Time**

Wednesday 25<sup>th</sup> February 2026 by 5.00pm

## Location overview

The Baringa Tennis Centre is located on the southern end of the stunning Sunshine Coast within the Caloundra South Priority Development Area (PDA). It is close to beautiful beaches and offers access to retail, services, well designed civic spaces, community and cultural facilities and local employment opportunities.

Once developed, the Caloundra South PDA will provide approximately 20,000 dwellings. From Brisbane's CBD and international airport through to Maroochydore's city centre, Caloundra and beyond, this truly is a location where everything you need is right on your doorstep.



## Baringa

Baringa is a well-established suburb and the first stage to be developed at Aura Stockland. It offers a blend of urban convenience and natural beauty. Home to the Baringa Retail Centre with an IGA, tavern, and essential services like doctors, a dentist, and more. There are currently three schools in the surrounding catchment, Baringa State Primary School, Baringa State Secondary College and Nirimba State Primary School.

In 2024, there were 35,257 people living within a 10-minute drive from the site however population within the same catchment is predicted to increase to 66,821 by 2036. There are currently 2,114 people playing tennis in the catchment and a further 2,991 interested in playing.

## BARINGA DISTRICT SPORTS COMPLEX

### Facility overview

Tennis Queensland are seeking Expressions of Interest from professional Coach/Tennis Business Operators who are committed to growing Tennis on the Sunshine Coast.

The Baringa District Sports Complex Tennis facility comprises of 8 hard courts (4 with LED lighting) and 4 Pickleball courts and is located on the Sunshine Coast in what is one of Queensland's largest population growth corridors.

The Sunshine Coast has the second highest rates of tennis participation and demand for tennis for children across South-East Queensland. This venue will service the wider community and attract new participation to the site through quality programming, community and school partnerships and casual court usage.

Due to the projected high population growth rate and limited Tennis facilities of this size in the immediate catchment, this is a significant opportunity to contribute to the ongoing delivery of Tennis on the Sunshine Coast.



**8 tennis courts (4 with LED lighting)**



**4 Pickleball/multipurpose mini courts**



**Kiosk/pro shop, plus storage shed**

**Strong population growth predicted**



A map of the venue location and architectural drawings are below:





## **Sustainable Venue Management**

As the manager of a valuable community asset and in partnership with Sunshine Coast Council, you will be responsible for ensuring that the venue operates in a sustainable manner whilst offering a safe, inclusive environment that promotes a healthy lifestyle.

### **Requirements**

The below indicates a minimum of service and delivery but is not designed to be exhaustive, with interested parties invited to respond to the below and indicate other services proposed for the venue:

#### **1. Administration**

- Tennis QLD Affiliation
- All Coaches to be Tennis Australia Coach members
- Willing to form school partnerships
- Appropriate and current insurance policies

#### **2. Programs and Services**

- Hot Shots
- Cardio Tennis
- Adult Social Tennis
- Group and Private Tennis Coaching
- Complementary disciplines of tennis (Pickleball, POP Tennis)
- Programs addressing Inclusion and Diversity
- Competition and Tournament participation
- Community Court Access
- Events and Activations aligning to key regional initiatives

#### **3. Business Systems and Documentation**

- Appropriate POS system to ensure accuracy of data in relation to all bookings and transactions
- Venue operating manual including policies and procedures
- Forecasted operating budget
- Forecast operating hours
- HR structure
- Workplace Health and Safety Plan
- Risk Management Plan
- Asset Register
- Annual completion of the Health Indicator of Tennis Tool (HIT tool) via Tennis QLD and other reporting as required

#### **4. Values**

It is expected that the venue be operated in alignment with TQ's Strategic values

- Imagination – dare to think differently
- Excellence – never stop striving
- Collaboration – build trust through mutual respect
- Humility – put others ahead of yourself

#### **5. Safeguarding Children**

- Establishing a commitment statement to safe-guarding children
- Ensure all employees complete appropriate screening
- Establishing a code of behaviour for participants, parents, staff etc.

- Appointment of a Member Protection Information Officer (MPIO)
- Adoption of Safe-guarding Children Guidelines

## 6. Submission is based on the following criteria

Criteria	Description
<b>1. Experience and expertise (40%)</b>	
Experience	Demonstration of capability and expertise in operating and managing a tennis facility.
Capability of key personnel	<ul style="list-style-type: none"> <li>- Demonstration of capability, experience and record of achievement of key staff – in both venue management and tennis coaching.</li> <li>- Proponents to provide names and proposed positions (including core duties, skills, qualifications, accreditations) of all staff.</li> <li>- Ability to meet obligations/responsibilities of Coach/Venue Manager role (General Terms and Conditions: refer section 2).</li> <li>- Provide 3 x referee contact details (name, position etc). Shortlisted applicants will have referees contacted by the selection panel to confirm historical performance etc.</li> </ul>
<b>2. Methodology and Service quality (30%)</b>	
Industry knowledge and understanding of catchment	Knowledge of tennis industry, trends and service needs in the local/regional catchment. Demonstrated application of this knowledge and understanding to services & fees proposed.
Management model	Provision of business strategy and model inc. principles and approach to public facility provision, tennis programming, staffing and supervision, workplace health & safety, asset management, business systems, quality assurance, marketing and promotion and governance, etc.
Service provision	Services that will be offered, specific programs and target groups, pricing policy, proposed program schedule showing balance of competition, coaching and public use, support services, operating hours, marketing strategies, pro-shop range/pricing etc.
Start date	Advise when can start position (if contract offered), and any contract or other impediments.
<b>3. Financial (30%)</b>	
Financial offer	Calculated value of financial offer from the proponent, including value of rental to be paid to Tennis Queensland and any proposed fit-outs or venue and court improvements. Eg, lighting to 4 of the 8 tennis courts, plus 4 Pickleball courts.
Financial viability and capacity	<ul style="list-style-type: none"> <li>- Demonstrated financial/capacity for management of the facility.</li> <li>- Suitability of financial management arrangements and capacity to contribute to the proposed financial offer.</li> <li>- Inclusion of financial plan to help demonstrate capacity.</li> </ul>

### Contract

An Operating Agreement will be implemented between the successful applicant and Tennis Queensland for a term of 3 years. The agreement will also provide for an option to extend following the 3 year term, subject to appointment by Key Performance Indicators being met and the renewal of the Licence agreement with Council.

All operational costs relating to the venue will be borne by the coach/service provider.

### Note

In the first 12 months, the coach/tennis business operator will assist in the establishment of a Not-for-Profit committee to assume the licence from Tennis Queensland. Once transferred, a new club/coach agreement under existing terms will be executed between the committee and the coach.

### Selection Criteria

Interested parties must be a current Tennis Australia Coach Member with demonstrated experience in venue management. A passion for engaging a broad range of participants, coupled with strong coaching and development experience will be highly regarded. We are committed to the safeguarding of our tennis community, therefore appropriate screening and background checks will be mandatory.

### Timetable

Activity	Target Date (s)
EOI opens	Friday 16 <sup>th</sup> January 2026
Site inspection	Friday 30 <sup>th</sup> January 2026 (10.00am on site at venue)
EOI closes	Wednesday 25 <sup>th</sup> February 2026
Evaluation of responses	Friday 27 <sup>th</sup> Feb – Friday 27 <sup>th</sup> March 2026
All applicants notified of outcome	Tuesday 7 <sup>th</sup> April 2026
Agreement commences	Monday 20 <sup>th</sup> April 2026

## **Apply**

Expressions of interest responses should be submitted to Tennis Queensland via email at [darren.stoddart@tennis.com.au](mailto:darren.stoddart@tennis.com.au) All responses will be reviewed, with short listed candidates invited to meet with the selection panel.

Please direct any queries to [darren.stoddart@tennis.com.au](mailto:darren.stoddart@tennis.com.au) specifying your question and providing your contact information.

### ***Expression of interest/Management proposal***

Expression of interest responses are to address the matters outlined in this section, noting these will be assessed by a panel against the criteria (refer page 7).

Applicants must complete and return the following with their response:

1. Organisation Information Form and Financial Offer
2. Response to the Criteria

In addition, applicants are to notify as part of their response any legal actions or prosecutions taken by or against the applicant that may adversely affect the coach/venue manager performance of the contracted services.



**Organisation Information Form**

**Baringa Sports Complex Tennis Centre**

**Coach/Tennis Business Operator Application**

**Expression of interest response closing time: Wednesday 25<sup>th</sup> February 2026 by 5.00pm**

I/we the undersigned being duly authorised to act on the behalf of the Applicant and having read the entire request for tennis coaching and venue management proposals for Baringa Sports Complex Tennis Centre document, submit on behalf of the Applicant the attached EOI response. In submitting this response, the Applicant is making an offer that it will provide and perform the goods and services (inc.

provision and supply of all materials, equipment and labour) as named, shown and alluded to in the EOI response to:

Name of Applicant	
ABN	
Corporate Structure	
Registered Address	
Contact person	
Address	
Telephone (fixed and mobile)	
Email	
Legal actions likely to affect performance of contract services. Add additional page/s if reqd.	
Financial Offer (Annual base offer with CPI increase to year 6).	

Signed for and on behalf of applicant:

By: \_\_\_\_\_ Signature: \_\_\_\_\_  
 (Print name) Position: \_\_\_\_\_

Witnessed:

By: \_\_\_\_\_ Signature: \_\_\_\_\_  
 (Print name) Position: \_\_\_\_\_

Date: \_\_\_\_\_

**Response to Selection Criteria:**

A Business Plan/proposal must be submitted and proponents are to provide a comprehensive response to the selection criteria (refer section 6 on page 3 for full details).

- SC1. Experience and expertise (40%)
- SC2. Methodology and Service quality (30%)
- SC3. Financial (30%) The following financial plan template needs to be completed and submitted.

Budget Item	Year 1	Year 2 <sup>1</sup>	Year 3 <sup>1</sup>	Year 4 <sup>1</sup>	Year 5 <sup>1</sup>	Year 6 <sup>1</sup>
<b>Revenue</b>						
<i>Tennis – Court Hire</i>						
<i>Tennis – Competition Fees</i>						
<i>Tennis – Coaching Fees</i>						
<i>Tennis – Other e.g., Pro-Shop Sales</i>						
<i>Other (list separate items if necessary)</i>						
<b>TOTAL REVENUE</b>						
<b>Expenditure</b>						
<i>Staff – General</i>						
<i>Staff – Coaching</i>						
<i>Staff – Overheads</i>						
<i>Pro Shop – COGS</i>						
<i>Electricity</i>						
<i>Insurance</i>						
<i>Marketing</i>						
<i>Maintenance &amp; Cleaning</i>						
<i>Miscellaneous (admin, consumables etc)</i>						
<i>Other (list separate items if necessary)</i>						
<b>Venue improvements</b>						
<b>TOTAL EXPENDITURE</b>						
<b>NET POSITION (before tax, rent/ subsidy)</b>						
<b>Financial Offer (rent)</b>						
<b>FINAL NET POSITION (before tax)</b>						

**Note<sup>1</sup>:** Only year 1 budget is required if forward projections (years 2-6) are based on CPI only.

Tenders should provide assumptions for the values included in the above operating budget including but not limited to:

- Estimated individuals and team numbers (court hire, competition, coaching etc) and fees charged for each.
- Basis for staffing cost estimates (staffing schedule inc. number of, hourly rates, trading hours); and Pro Shop sales.
- Details and assumptions for other cost estimates.