



Stall 97

Sale Prospectus

Greek'n Out

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. Take a trip to the Market: you never know what you will find, but we guarantee it will be full of surprising moments and experiences!

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 97- Overview

Business For Sale – Greek’n Out

Greek ‘n Out is a family-owned and operated eatery dedicated to serving Greek street food that proudly embraces their heritage. Serving breakfast classics with Mediterranean flare, meze, souvlaki, fresh seafood dishes, platters, and more!

Nestled in the vibrant Cecil Street precinct of South Melbourne Market, **Greek’n Out** invites you to savor the lively atmosphere while indulging in the rich and diverse flavors of the Mediterranean.

This is a true walk-in opportunity with all aspects set up and ready for a new operator to take over this thriving business.

Sale includes:

- Restaurant fit-out - newly renovated stall with custom designed interior & exterior
- Fully equipped comprehensive commercial kitchen
- All fixtures, fittings & chattels
- Licence includes external kiosk/ cooking station located on the footpath area in front of the restaurant
- Quality sound system
- Customer base & goodwill - owners have cultivated a strong, loyal customer base with many regulars
- Sale includes a transferable liquor license
- Handover of existing supplier contacts to facilitate a smooth transition and licensee support for the transitional period
- Well-established reputation & good will
- The sale of the “Greek’n Out” name by negotiation.

Please Note: Applicants are advised when purchasing a business all aspects of construction of the existing fit-out will be the responsibility of the purchaser. Therefore, purchasers are advised to carry out their own inspection and due diligence prior to purchasing.



Stall 97 – Location & Details

Details :

- **Category:** **Food & Beverage – Restaurant & takeaway food offer**
- **Stall location:** **Cecil Street:** centrally located between Coventry Street and York Street
- **Trading hours:** Currently four Market days :
 - **Wednesday 8am – 10pm**
 - **Friday 8am – 10pm**
 - **Saturday 8am – 10pm**
 - **Sunday 8am – 10pm**And Non- Market day of :
 - **Thursday 11am – 10pm**(The adoption of additional extended trading hours is welcomed)
- **Size:** Approx 128.9 m2 plus External cooking area/ kiosk
- **Sale Of Business:** Please note this is a sale of business, there is a purchase price for this business. Please enquire with the current Licensee for details

Please Note:

- There is a purchase price for this business that will need to be negotiated with the current business owner once the Market has provided approval
- There are no guarantees after an initial licence term that a licence will be renewed, an assessment and renewal process is undertaken at this point.
- To determine whether the purchaser could sell the business in the future, SMM Management must provide approval that a sale can occur.



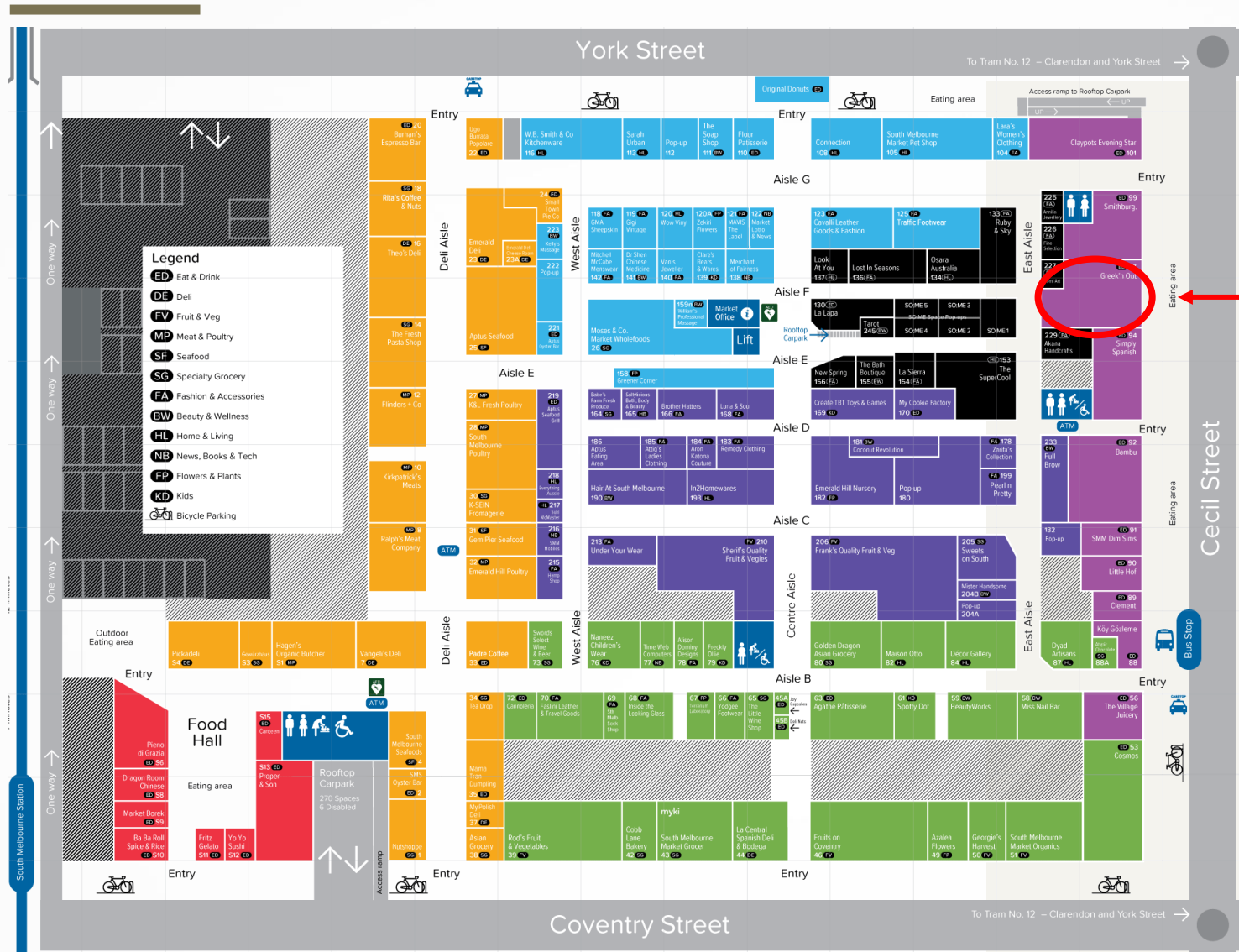
Stall 97- Location & Details

Licensing, fees and stall details:

- **Licence Term:** 3 years, or by negotiation with SMM Management with the successful applicant
- **Proposed Form of Agreement:** South Melbourne Market Licence
- **Permitted Use:** By negotiation with South Melbourne Market Management
- **Fixtures and Fittings:** All existing fixtures, fittings and on-site equipment included in the sale
- **Rental Fees:** By negotiation with SMM Management
- **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.

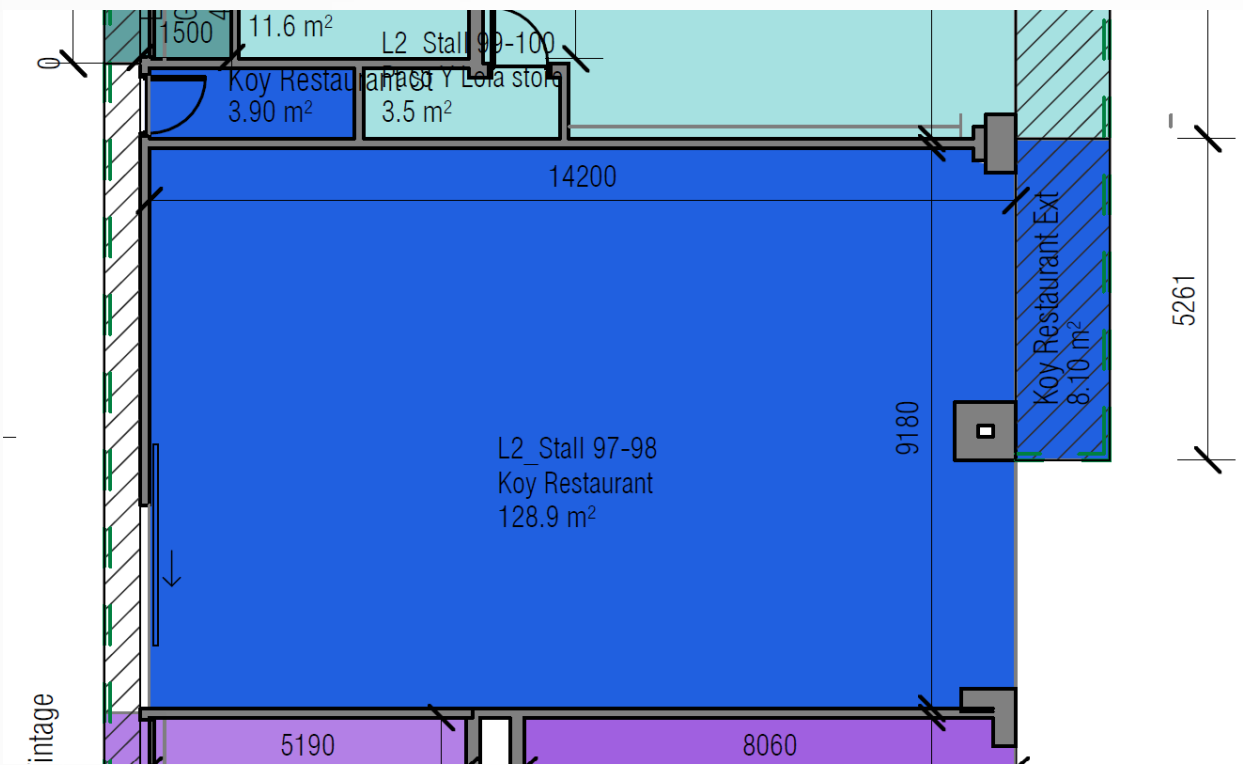


Stall 97 - Map Location



STALL 97
Cecil Street,
between Coventry and
York Streets
and
including footpath kiosk on
Cecil St

Stall 97 - Stall Plan



STALL 97 – floorplan of stall



STALL 97 – External Kiosk (above), included in licenced area

Stall 97 – Cecil St dining precinct

Cecil St - Precinct overview

The Cecil Street restaurant precinct is the bustling permanent restaurant and alfresco dining space of the Market, known for its hustle and bustle, there's a delicious selection to suit all tastes.

Offering breakfast, lunch and dinner options, this precinct is alive both by day and into the evening.

Featuring award winning paella at **Simply Spanish**, Asian plates and **Bambu**, Burgers and lobster rolls at **Smithburg**, German Sausages at **Little Hof**, seafood specialties at **Claypots**, and delicious Italian pizza and pasta at **Pizzateca Lupa**, the choices here are endless.

It is also the home of the famous **SMM Dim Sim** stall, **Clement** coffee, and **Koy Gozleme**.

This is a rare opportunity to be part of this diverse and bustling Market dining precinct.

The stall, located in one of the highest customer traffic areas of the Market, has strong site lines from both Coventry St and the length of Cecil St, centrally for maximum exposure.

Stall Features:

- **Premium street frontage** – Positioned prominently in the Cecil Street restaurant precinct
- **Market visitation** – Total entry into the Market was **5,530,000 customers for 23/24** calendar year
- **High footfall** –
 - Approx. **1,462,601 people walking directly past the stall**
 - Approximately **26.45% of total visitation annually pass the tenancy**
 - A vibrant precinct with a universally recognised loyal customer visitation
 - Quality, complementary concepts and business operators located in close proximity, ensuring high customer traffic at all times.



Stall 97 – Application requirements

Registering your interest

Interested parties are invited to express their interest by contacting [Greek’N Out contact](#), or SMM for more details. The South Melbourne Market requires any interested parties to submit 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 experience,
 - small business experience,
 - small business management and/or ownership
 - understanding and experience in specialty food & beverage offers,
 - understanding of product innovation and customer target market,
 - 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

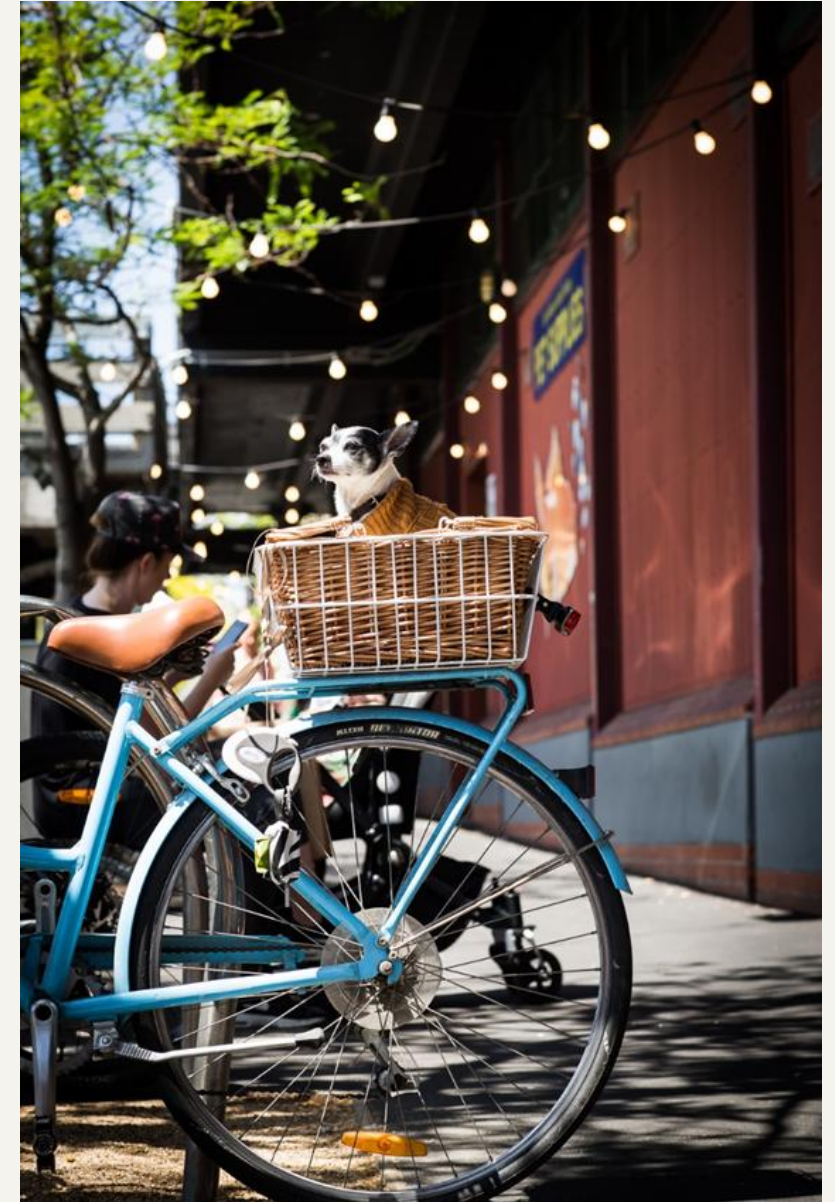


Stall 97 – EOI Process

Expression of interest process

The expression of interest process and business selection will be conducted by members of the South Melbourne Market Management Team and SMM Committee. 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.
4. An evaluation panel comprising of South Melbourne Market Management Team and SMM Committee 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. Business sale finalised between old and new tenant.
9. Licence prepared and delivered.



South Melbourne Market

Get in touch



Greek'n Out Contact :

Nick Nicolopoulos (Owner/ Manager)

M: 0431 170996

South Melbourne Market:

Clarissa Madden

Head Of Retail & Business Development, South Melbourne Market

E: clarissa.madden@portphillip.vic.gov.au

M: 0468 562990



Corner of Cecil & Coventry Streets, South Melbourne



southmelbournemarket.com.au



facebook.com/southmelbournemarket



[@southmelbournemarket](https://www.instagram.com/southmelbournemarket)

