

BATH COLLEGE

Operator Information Pack

Orata Restaurant preliminary market engagement

PUBLICATION VERSION - 22 JULY 2026

Key proposition

A fully fitted 60-70 cover restaurant and commercial kitchen in central Bath, offered to an experienced operator under a proposed concession model that combines commercial operation with high-quality student training and employment opportunities.

1. Purpose of this pack

This pack provides initial information to help potential operators decide whether and how to participate in Bath College's preliminary market engagement. It does not form part of a tender and does not create contractual commitments. Information will be verified and supplemented in the formal procurement documents.

2. Bath College and strategic context

Bath College is a general further education college serving Bath and the surrounding region. It provides technical, vocational, academic and professional education to young people and adults and works with employers and regional partners. The Orata Restaurant is intended to operate as a commercially credible public restaurant while providing structured industry experience for students studying professional cookery, hospitality and related programmes.

3. Premises

Item	Current position
Location	Bath College City Centre Campus, Avon Street, Bath, BA1 1UP
Restaurant capacity	Approximately 60 to 70 covers, subject to final layout and operator verification
Kitchen	Commercial kitchen installed and ready for occupation, subject to inspection, testing and agreed handover
Restaurant area	Fully fitted and ready for occupation, subject to operator concept, branding and agreed minor changes
Access	Campus-based access arrangements to be confirmed during engagement
Deliveries and storage	Details to be confirmed in the site briefing and formal tender
Utilities	Existing services available; metering, charging and responsibility to be confirmed
Equipment	Detailed inventory, ownership, condition and maintenance responsibilities to be issued for formal tender
Licensing	Premises and alcohol licensing position to be confirmed; operator will be expected to secure or maintain all licenses required for its operation
Planning and building compliance	College to provide available records and certificates at formal tender stage

4. Commercial ambition

- A destination restaurant capable of attracting local residents, visitors, businesses, College staff and students.
- A quality offer with a clear identity, appropriate pricing and professional service standards.
- Potential daytime, evening and weekend operation, subject to demand, campus requirements and licenses.
- Potential private dining, events, functions and College hospitality.
- A model that provides the operator with sufficient freedom to trade commercially while protecting the College's reputation, assets and educational requirements.

5. Emerging allocation of responsibilities

Bath College - emerging responsibilities	Operator - emerging responsibilities
Make the fitted restaurant and kitchen available under agreed occupation rights.	Develop and operate the restaurant concept and customer offer.
Provide an agreed equipment inventory and statutory information.	Recruit, employ, train and manage the operating workforce.
Coordinate agreed curriculum and student engagement.	Procure food, beverages, consumables and operating supplies.
Provide agreed campus access, security interfaces and utility arrangements.	Manage food safety, licensing, bookings, POS, cash, customer service and compliance.
Protect equality of access to the procurement and provide contract-management oversight.	Bear operating and demand risk and maintain required insurance and financial controls.
Support agreed College communications and student recruitment activity.	Market the restaurant and report performance, educational outputs and contract KPIs.

6. Student partnership requirements

The College is not seeking an operator who merely rents the premises. The successful model must create genuine, planned and supervised learning opportunities. The formal tender is expected to require an annual student-engagement plan covering:

- Kitchen and front-of-house placements.
- Industry masterclasses and demonstrations.
- Mentoring, careers advice and employer encounters.
- Paid employment and progression opportunities where appropriate.
- Input into curriculum currency and assessment activity.
- Safe supervision, safeguarding, equality and reasonable adjustments.
- Measurement of participation, quality and student outcomes.

7. Commercial structure under consideration

The preferred structure has not yet been fixed. The College is considering a concession under which the operator retains customer revenue, bears genuine operating risk and pays the College through one or more of:

- A fixed minimum annual payment or licence fee.
- A percentage of gross turnover.
- A stepped or banded turnover share.
- A hybrid minimum guarantee plus turnover share.
- Separate arrangements for College-commissioned events or catering.

The current term assumption is five years with a possible extension of up to two years. Respondents should explain whether this is sufficient to justify mobilisation, branding, working capital and any operator-funded investment.

8. Information to be validated through engagement

- Credible annual turnover range and seasonal profile.
- Likely opening hours, table turns, average spend and customer mix.
- Working capital, mobilisation and recruitment requirements.
- Affordable fixed and variable payment structures.
- Appropriate allocation of utility, maintenance, equipment-replacement and compliance costs.
- Feasible scale and model of student involvement.
- Any constraints arising from campus operations, access, deliveries, security, licensing or branding.
- The most suitable procurement procedure and tender timescales.

9. Site visit

The open site visit and supplier briefing is scheduled for Monday 27 July 2026. Registration closes at 12:00 noon on Thursday 23 July 2026. The visit will cover the restaurant, kitchen, access, storage, deliveries, equipment and the College's educational objectives. All material questions and answers will be recorded and, where relevant, shared with the market.

10. Documents and evidence planned for the formal tender

- Detailed premises plan and capacity schedule.
- Equipment and asset inventory, condition information and maintenance history.
- Available statutory inspection, testing and compliance records.
- Premises, alcohol and planning information.
- Utility and service-charge arrangements.
- Draft concession agreement and ancillary licence to occupy.
- Output specification, student partnership schedule and KPIs.
- Pricing schedule and required financial return model.
- Conditions of participation, award criteria and assessment methodology.
- Mobilisation, handover and opening requirements.

11. Preliminary risks

Risk	Proposed treatment
Insufficient operator interest	Targeted promotion beyond Find a Tender; accessible site visit; proportionate EOI.
Unrealistic turnover or commercial payment assumptions	Obtain evidence through EOI and require transparent tender financial models.
Student involvement undermines service or creates employment risk	Define structured placements, supervision ratios, safe tasks and clear employment status.
Licensing or compliance delay	Complete due diligence and allocate responsibility before tender publication.
Equipment condition or replacement dispute	Issue a verified inventory and clear lifecycle responsibility matrix.
Operator failure	Financial due diligence, security provisions, business continuity plan, performance monitoring and termination rights.
Prior engagement creates unfair advantage	Record engagement, disclose material information and use neutral tender requirements.

12. Engagement timetable and contact

Milestone	Date
Publication	22 July 2026
EOI response deadline	14 August 2026
Possible one-to-one meetings	17-21 August 2026
Planned formal tender publication	26 August 2026

Contact and submission route via e-mail procurement+orata@bathcollege.ac.uk Reference: ORATA-PME-2026.