

## BATH COLLEGE

# Call for Expressions of Interest

*Operation of the Orata Restaurant***PUBLICATION VERSION - 22 JULY 2026****Opportunity**

Bath College is seeking market input from experienced restaurant and hospitality operators before issuing a formal tender for the operation of the fully fitted Orata Restaurant and kitchen at its City Centre Campus in Bath.

## 1. Introduction

Bath College invites expressions of interest from established restaurateurs, chefs, restaurant groups, hospitality operators, social enterprises and commercial partners interested in operating the Orata Restaurant. This is preliminary market engagement before a formal competitive procurement. It is not an invitation to tender and no contract will be awarded through this exercise.

Participation is not a condition of taking part in the subsequent procurement and will not confer any advantage. The College will take steps to ensure that information arising from engagement is handled fairly and that competition is not distorted.

## 2. The opportunity

- A prominent restaurant within Bath College's City Centre Campus, in Bath city centre and major visitor, cultural and commercial destinations.
- A restaurant and commercial kitchen that are fully fitted and ready for occupation, subject to operator checks, statutory compliance and agreed handover arrangements.
- Approximately 60 to 70 covers, subject to final operating layout.
- The opportunity to create a high-quality, commercially credible public restaurant with evening, weekend, private-dining and event potential.
- A partnership with Bath College that creates authentic training, work experience and employment pathways for hospitality students.

## 3. Emerging commercial model

The College's current view is that the arrangement is likely to be a services concession with an ancillary licence to occupy. The operator would principally earn revenue from customers and bear genuine operating and demand risk. The College is testing the preferred financial structure, which could include a minimum guaranteed payment, turnover share, licence fee or a combination of these.

The current planning assumption is an initial five-year term with a potential extension of up to two further years. Both the structure and term remain subject to market engagement, legal review and approval.

## 4. College objectives

- Establish a distinctive, high-quality restaurant with a strong reputation in Bath.
- Deliver a sustainable commercial return and protect the College from operating losses.
- Provide structured, supervised opportunities for students to learn alongside industry professionals.
- Create placements, mentoring, masterclasses and employment pathways.
- Maintain excellent food quality, customer service, safeguarding, sustainability, licensing and regulatory standards.
- Maximise use of the venue for public dining, functions, events and College activity without compromising commercial viability.

## 5. Information requested

Responses should be concise and should address:

1. The respondent's identity, ownership and relevant operating experience.
2. A high-level restaurant concept, target customers and proposed market positioning.
3. Preferred opening days and hours, likely table turns and indicative average customer spend.
4. An indicative annual turnover range and the assumptions supporting it.
5. The preferred commercial model, including views on fixed payments, turnover share, term, security and risk allocation.
6. Expected staffing model and mobilisation period.
7. How students could be involved without compromising professional standards or employment and safeguarding requirements.
8. Any requirements concerning licences, equipment, maintenance, storage, deliveries, access, signage, utilities, waste, IT, security or College support.
9. The principal risks or barriers the College should resolve in the formal tender.
10. Whether the respondent wishes to attend a site visit and/or a structured one-to-one engagement meeting.

## 6. Response format

Responses should be no more than eight A4 pages excluding appendices. Promotional material should be kept to a minimum. Respondents should clearly mark information they consider commercially confidential and explain why, noting that the College is subject to the Freedom of Information Act 2000.

## 7. Timetable

| Activity                                                     | Date / time                     |
|--------------------------------------------------------------|---------------------------------|
| Publication of UK2 notice, EOI and information pack          | Wednesday 22 July 2026          |
| Deadline for clarification questions                         | 12:00 pm, Thursday 30 July 2026 |
| College responses to clarifications                          | Wednesday 5 August 2026         |
| Deadline for EOI responses                                   | 12:00 pm, Friday 14 August 2026 |
| Structured market-engagement meetings, if required           | 17-21 August 2026               |
| Market-engagement conclusions and procurement recommendation | Friday 21 August 2026           |
| Planned publication of formal tender                         | Wednesday 26 August 2026        |

## 8. Submission and contact

Submit responses and questions through [procurement+orata@bathcollege.ac.uk](mailto:procurement+orata@bathcollege.ac.uk)

Reference: ORATA-PME-2026. Email subject: Orata Restaurant - Expression of Interest.

The College will not accept lobbying or direct approaches to governors, staff or students outside the published contact route.

## 9. Status and reservations

- This document is preliminary market engagement only and is not an offer, tender or commitment to contract.
- The College may amend, postpone or discontinue the opportunity and will not reimburse participation costs.
- EOI responses will not be scored to select or exclude suppliers from the formal procurement.
- The College may use market feedback to develop its requirements, valuation, procedure, contract and evaluation methodology.
- Material information relevant to competition will be reflected in the formal tender documents.