

WINDSOR POLO CLUB



2026 EOI

Clubhouse Catering & Hospitality Operator

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Overview of Windsor Polo Club

Windsor Polo Club is one of the Hawkesbury's most established equestrian sporting venues and a long-standing hub for polo in New South Wales. Located in Richmond, approximately one hour from Sydney CBD and in close proximity to Richmond township, the club has been part of the local sporting landscape since the early 1970s, when a passionate group of players established the grounds to create a welcoming and community-focused polo club. [Windsor Polo Club](#)

Today, Windsor Polo Club operates as a community-driven club that caters to professional polo players, developing athletes, beginners, spectators, and the broader equestrian community. The club is widely recognised for its inclusive culture, relaxed country atmosphere, strong volunteer base, and diverse calendar of sporting and social events throughout the year. The venue regularly hosts local tournaments, Polo NSW competitions, training chukkas, learn-to-play programs, equestrian events, weddings, private functions, and community gatherings.



Facilities & Venue

The Windsor Polo Club grounds are situated at 33 Old Kurrajong Road, Richmond NSW, in the heart of the Hawkesbury's equine precinct. The venue offers a picturesque rural setting while remaining highly accessible from Sydney and surrounding suburbs.

The venue features:

- Multiple polo fields and warm-up areas
- A clubhouse overlooking the grounds
- Some commercial kitchen and bar facilities
- Indoor and outdoor seating areas, with furniture
- WPC Branded Charcutier Cart
- Function and event spaces
- Good on-site parking with easy access

- Horse accommodation
- Open green spaces suitable for major outdoor events
- Pet-friendly grounds, with dogs welcome on leashes
- Wifi access
- Functions Liquor Licence
- Male & Female Toilet Facilities with shower and ambulatory access

The clubhouse serves as the social centre of the club and operates during tournaments, equestrian events, private functions, and community activities. The venue has increasingly expanded beyond polo, becoming a flexible multi-use facility capable of hosting sporting events, hospitality operations, social gatherings, conferences, weddings, and public events.





Events & Annual Calendar

Windsor Polo Club hosts a substantial annual calendar of events across both autumn and spring seasons. These include:

- Polo tournaments across multiple grades
- Polo NSW affiliated competitions
- Club chukkas and practice days
- Discover Polo and beginner programs
- Sydney Jumping Association events
- Equestrian and community events
- Weddings and private venue hire





Key annual events include:

- Polo NSW High Goal Finals Day (April & October)
- Showcase of Showjumping
- Sydney Jumping Associations (4 weekends per year)
- Windsor Polo Tournaments (approx. 10 weekends per year)
- Overflow Polo Games (approx. 10 weekends per year)

The club also hosts spectator-focused events that attract visitors from across Sydney and regional NSW, with polo typically played in a relaxed outdoor setting supported by clubhouse hospitality and catering operations.

With strong community engagement, growing event programming, and a unique location within the Hawkesbury equine region, Windsor Polo Club continues to position itself as both a premier polo destination and a versatile sporting and events venue.





WINDSOR POLO CLUB INC.
Patron: Countess Mountbatten of Burma

Expression of Interest

Clubhouse Catering & Hospitality Operator

Windsor Polo Club – Richmond, NSW

Windsor Polo Club invites Expressions of Interest from experienced hospitality operators to manage and operate the clubhouse catering facilities at the club grounds located at 33 Old Kurrajong Road, Richmond NSW.

The club is seeking a motivated and professional hospitality partner capable of delivering high-quality food, beverage, and hospitality services to members, spectators, event guests, and the broader community.

Windsor Polo Club hosts regular polo tournaments, club chukkas, equestrian events, social functions, weddings, and private events throughout the year, providing a unique opportunity for an operator to establish and grow a strong hospitality presence within a well-known Hawkesbury sporting venue.

Scope of Opportunity

The successful operator may have the opportunity to provide services including:

- Clubhouse café and food service
- Tournament and event catering
- Bar and beverage service
- Finals day and VIP hospitality
- Private functions and weddings
- Corporate and community events
- Mobile or field-side service during major events

Applicants may apply for:

- Full catering and hospitality operations across all club and event activities; or
- Operation of the clubhouse café and bar facilities only

The club is open to flexible proposals and welcomes discussions with operators interested in either a comprehensive catering partnership or a standalone clubhouse café model.

The club welcomes innovative concepts that enhance the member and spectator experience while remaining commercially sustainable.



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Year-Round Café Opportunity

An additional opportunity exists for applicants interested in developing and operating a year-round café offering from the Windsor Polo Club clubhouse.

With the recent installation of WiFi facilities and growing use of the grounds beyond tournament weekends, the club sees strong potential for a café concept that services members, local riders, event attendees, remote workers, and the wider Hawkesbury community throughout the week.

Applicants are encouraged to outline:

- Proposed café concept and trading model
- Suggested operating days and hours
- Coffee and light food offerings
- Activation ideas for midweek trade
- Opportunities to integrate with equestrian, sporting, and community events
- Experience operating standalone cafés or hospitality venues

The club welcomes innovative proposals that maximise the venue's year-round potential while complementing the existing sporting and events calendar.

Key Considerations

Applicants should address the following within their submission:

1. Relevant Experience

- Experience operating cafés, restaurants, sports clubs, event venues, or catering businesses
- Previous involvement with sporting or equestrian venues preferred

2. Proposed Food & Beverage Offering

- Sample menus
- Service style and concept
- Ability to cater for varied audiences and event types
- Dietary and flexible catering options

3. Operating Availability

- Proposed trading days and hours
- Availability for tournament weekends and major events
- Staffing approach during peak periods



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4. Event & Function Capability

- Experience with weddings, cocktail events, corporate functions, or large-scale catering
- Capacity to service both casual and premium events

5. Staffing & Service Standards

- Team structure and staffing capabilities
- Customer service philosophy
- RSA and food safety compliance

6. Financial Proposal

Applicants are invited to outline their preferred commercial structure, including:

- Rent proposal
- Revenue share or commission arrangements
- Utilities contributions
- Equipment or fit-out requirements

7. Marketing & Collaboration

- Ability to collaborate with the club on promotions and events
- Social media and marketing capabilities
- Ideas to enhance clubhouse engagement and patronage

8. Equipment & Facilities

- Equipment requirements
- Use of existing kitchen and bar infrastructure
- Maintenance responsibilities

9. Compliance & Insurance

- Food safety accreditation
- Public liability insurance
- Relevant licences and certifications

10. Vision & Long-Term Partnership

- Understanding of the Windsor Polo Club community and culture
- Ideas for long-term growth and activation of the venue
- Commitment to creating a welcoming and professional clubhouse atmosphere



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Submission Requirements

Interested applicants should provide:

- Business overview
- Relevant experience and references
- Proposed hospitality concept
- Sample menus and pricing
- Staffing outline
- Financial proposal
- Social media or website links (if applicable)

Indicative Timeline

The following timeline is provided as a guide and may be amended at the Club's discretion.

Milestone	Date
EOI Released	June 2026
EOI Closing Date	Thursday, 1 October 2026
Negotiations with Preferred Applicants	From Friday, 2 October 2026
Anticipated Contract Execution Date	Tuesday, 1 December 2026
Anticipated Contract Commencement Date	Monday, 1 February 2027

Applicants are encouraged to submit their proposals as early as possible.

Submission Details

Expressions of Interest should be submitted via email to:

windsorpoloclub@gmail.com

Please include “Clubhouse Catering EOI” in the subject line.

If you would like to arrange a viewing of the clubhouse and facilities, or discuss the opportunity further, please contact Windsor Polo Club via windsorpoloclub@gmail.com.

The club reserves the right to negotiate with applicants and may request further information or meetings as part of the selection process.

We look forward to working with a hospitality partner who shares our vision for creating a vibrant, welcoming, and community-focused clubhouse experience at Windsor Polo Club.