### Management Model Options Vancouver Parks Board Concession System

Site - Group One - Second Beach, English Bay and Sunset

| Criteria                 | Option 1                              | Option 2                                | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------------|---|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model<br>with<br>Adjustments | Existing Model - with major Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
| Quality Food Service     | 5                                     | 4                                       | 3           | 2                                     | 1                                |
| Create a Destination     | 5                                     | 4                                       | 2           | 3                                     | 1                                |
| Enhanced Park Experience | 5                                     | 4                                       | 3           | 2                                     | 1                                |
| Responsiveness to Needs  | 5                                     | 4                                       | 3           | 2                                     | 1                                |
| Consistency of Service   | 3                                     | 2                                       | 5           | 1                                     | 4                                |
| Financial Performance    | 5                                     | 4                                       | 2           | 3                                     | 1                                |
| Financial Certainty      | 5                                     | 4                                       | 2           | 3                                     | 1                                |
| Minimize VPB Support     | 5                                     | 4                                       | 3           | 2                                     | 1                                |
|                          |                                       |   |             |                                       |                                  |
| Total                    | 38                                    | 30                                      | 23          | 18                                    | 11                               |

#### Site - Group Two - Lacarno, Westbank, Jericho and Spanish East

| Criteria                 | Option 1                              | Option 2                                      | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------------|---|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model<br>with<br>Adjustments | Existing Model -<br>with major<br>Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
| Quality Food Service     | 5                                     | 4   | 3           | 1                                     | 2                                |
| Create a Destination     | 5                                     | 4   | 2           | 1                                     | 3                                |
| Enhanced Park Experience | 5                                     | 4   | 3           | 1                                     | 2                                |
| Responsiveness to Needs  | 5                                     | 4   | 3           | 1                                     | 2                                |
| Consistency of Service   | 3                                     | 2   | 5           | 4                                     | 1                                |
| Financial Performance    | 5                                     | 4   | 2           | 1                                     | 3                                |
| Financial Certainty      | 5                                     | 4   | 2           | 1                                     | 3                                |
| Minimize VPB Support     | 5                                     | 4   | 3           | 1                                     | 2                                |
| Total                    | 38                                    | 30  | 23          | 11                                    | 18                               |

# Management Model Options Vancouver Parks Board Concession System

Site - Lumberman's Arch

| Criteria                 | Option 1                        | Option 2                              | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------|---------------------------------------|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model with Adjustments | Existing Model with major Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
| Quality Food Service     | 5                               | 1                                     | 4           | 3                                     | 2                                |
| Create a Destination     | 5                               | 1                                     | 4           | 2                                     | 3                                |
| Enhanced Park Experience | 5                               | 1                                     | 4           | 3                                     | 2                                |
| Responsiveness to Needs  | 5                               | 1                                     | 3           | 5                                     | 2                                |
| Consistency of Service   | 3                               | 5                                     | 2           | 4                                     | 1                                |
| Financial Performance    | 5                               | 1                                     | 4           | 2                                     | 3                                |
| Financial Certainty      | 5                               | 1                                     | 4           | 2                                     | 3                                |
| Minimize VPB Support     | 5                               | 3                                     | 4           | 1                                     | 2                                |
|                          |                                 |                                       |             |                                       |                                  |
| Total                    | 38                              | 14                                    | 29          | 22                                    | 18                               |

#### Site - Information Booth

| Criteria                 | Option 1                        | Option 2                                 | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------|--|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model with Adjustments | Existing Model with major<br>Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
|                          |                                 |  |             |                                       |                                  |
| Quality Food Service     | 2                               | 1  | 3           | 5                                     | 4                                |
| Create a Destination     | 2                               | 1  | 3           | 5                                     | 4                                |
| Enhanced Park Experience | 2                               | 1  | 3           | 5                                     | 4                                |
| Responsiveness to Needs  | 2                               | 1  | 3           | 5                                     | 4                                |
| Consistency of Service   | 2                               | 1  | 3           | 5                                     | 4                                |
| Financial Performance    | 2                               | 1  | 3           | 5                                     | 4                                |
| Financial Certainty      | 5                               | 4  | 2           | 1                                     | 3                                |
| Minimize VPB Support     | 5                               | 4  | 3           | 1                                     | 2                                |
|                          |                                 |  |             |                                       |                                  |
| Total                    | 22                              | 14                                       | 23          | 32                                    | 29                               |

# Management Model Options Vancouver Parks Board Concession System

Site - Stanley Park Trailer

| Criteria                 | Option 1                              | Option 2                                | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------------|---|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model<br>with<br>Adjustments | Existing Model - with major Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
| Quality Food Service     | 5                                     | 4                                       | 1           | 2                                     | 3                                |
| Create a Destination     | 5                                     | 4                                       | 1           | 2                                     | 3                                |
| Enhanced Park Experience | 5                                     | 4                                       | 1           | 2                                     | 3                                |
| Responsiveness to Needs  | 5                                     | 4                                       | 1           | 2                                     | 3                                |
| Consistency of Service   | 3                                     | 2                                       | 1           | 4                                     | 5                                |
| Financial Performance    | 5                                     | 4                                       | 3           | 1                                     | 2                                |
| Financial Certainty      | 5                                     | 4                                       | 3           | 1                                     | 2                                |
| Minimize VPB Support     | 5                                     | 4                                       | 2           | 1                                     | 3                                |
|                          |                                       |   |             |                                       |                                  |
| Total                    | 38                                    | 30                                      | 13          | 15                                    | 24                               |

Site - Farmyard

| Criteria                 | Option 1                        | Option 2                                 | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------|--|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model with Adjustments | Existing Model with major<br>Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
|                          |                                 |  |             |                                       |                                  |
| Quality Food Service     | 2                               | 1  | 3           | 5                                     | 4                                |
| Create a Destination     | 2                               | 1  | 3           | 5                                     | 4                                |
| Enhanced Park Experience | 2                               | 1  | 3           | 5                                     | 4                                |
| Responsiveness to Needs  | 2                               | 1  | 3           | 5                                     | 4                                |
| Consistency of Service   | 2                               | 1  | 3           | 5                                     | 4                                |
| Financial Performance    | 2                               | 1  | 3           | 5                                     | 4                                |
| Financial Certainty      | 5                               | 4  | 2           | 1                                     | 3                                |
| Minimize VPB Support     | 5                               | 4  | 3           | 1                                     | 2                                |
|                          |                                 |  |             |                                       |                                  |
| Total                    | 22                              | 14                                       | 23          | 32                                    | 29                               |

# Management Model Options Vancouver Parks Board Concession System

Site - Third Beach

| Criteria                 | Option 1                              | Option 2                                | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------------|---|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model<br>with<br>Adjustments | Existing Model - with major Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
| Quality Food Service     | 2                                     | 3                                       | 1           | 5                                     | 4                                |
| Create a Destination     | 2                                     | 3                                       | 1           | 5                                     | 4                                |
| Enhanced Park Experience | 2                                     | 3                                       | 1           | 5                                     | 4                                |
| Responsiveness to Needs  | 2                                     | 3                                       | 1           | 5                                     | 4                                |
| Consistency of Service   | 2                                     | 3                                       | 1           | 5                                     | 4                                |
| Financial Performance    | 2                                     | 3                                       | 1           | 5                                     | 4                                |
| Financial Certainty      | 5                                     | 2                                       | 4           | 1                                     | 3                                |
| Minimize VPB Support     | 5                                     | 3                                       | 4           | 1                                     | 2                                |
|                          |                                       |   |             |                                       |                                  |
| Total                    | 22                                    | 23                                      | 14          | 32                                    | 29                               |

#### Site - Group Three - New Brighton and Trout Lake

| Criteria                 | Option 1                        | Option 2                                 | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------|--|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model with Adjustments | Existing Model with major<br>Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
|                          |                                 |  |             |                                       |                                  |
| Quality Food Service     | 2                               | 1  | 3           | 5                                     | 4                                |
| Create a Destination     | 2                               | 1  | 3           | 5                                     | 4                                |
| Enhanced Park Experience | 2                               | 1  | 3           | 5                                     | 4                                |
| Responsiveness to Needs  | 2                               | 1  | 3           | 5                                     | 4                                |
| Consistency of Service   | 2                               | 1  | 3           | 5                                     | 4                                |
| Financial Performance    | 2                               | 1  | 3           | 5                                     | 4                                |
| Financial Certainty      | 5                               | 4  | 2           | 1                                     | 3                                |
| Minimize VPB Support     | 5                               | 4  | 3           | 1                                     | 2                                |
|                          |                                 |  |             |                                       |                                  |
| Total                    | 22                              | 14                                       | 23          | 32                                    | 29                               |

# Management Model Options Vancouver Parks Board Concession System

Site - Kits Pool

| Criteria                 | Option 1                        | Option 2                              | Option 3    | Option 4                              | Option 5                         |
|--------------------------|---------------------------------|---------------------------------------|-------------|---------------------------------------|----------------------------------|
|                          | Existing Model with Adjustments | Existing Model with major Adjustments | Partnership | License<br>Operations to<br>Operators | Lease<br>Locations to<br>Tenants |
| Quality Food Service     | 2                               | 5                                     | 3           | 1                                     | 4                                |
| Create a Destination     | 2                               | 5                                     | 3           | 1                                     | 4                                |
| Enhanced Park Experience | 2                               | 5                                     | 3           | 1                                     | 4                                |
| Responsiveness to Needs  | 2                               | 5                                     | 3           | 1                                     | 4                                |
| Consistency of Service   | 2                               | 5                                     | 3           | 1                                     | 4                                |
| Financial Performance    | 2                               | 5                                     | 3           | 1                                     | 4                                |
| Financial Certainty      | 5                               | 1                                     | 2           | 4                                     | 3                                |
| Minimize VPB Support     | 5                               | 1                                     | 3           | 4                                     | 2                                |
| Total                    | 22                              | 32                                    | 23          | 14                                    | 29                               |