



# Vancouver Board of Parks and Recreation

## Fish House Restaurant Contract Award

December 14, 2015

Visit the Park Board website at: [vancouverparks.ca](http://vancouverparks.ca)



# Recommendation

THAT the Vancouver Park Board approve a 10-year sublease with one additional 10-year extension term for 0998323 BC Ltd. to operate the former Fish House restaurant site, with the following conditions:

- A. THAT the rent structure will be a Basic Minimum annual rent of \$180,000 and a Variable Rent at a tiered percentage of revenue rate as outlined in this report;
- B. THAT all legal documentation is to be in a form which is satisfactory to the Director of Legal Services for the City of Vancouver and the General Manager of the Park Board;



## Recommendation

- C. THAT the General Manager be authorized to execute and deliver such documentation on behalf of the Board; and
- D. THAT no legal rights shall arise and no consents, permissions or licenses are granted hereby and none shall arise or be granted hereafter unless and until all contemplated legal documentation has been executed and delivered by all parties.

The Fish House Restaurant is located in the west area of Stanley Park on Stanley Park Drive, adjacent to the Pitch & Putt golf course and tennis courts

The building was originally constructed in 1930 as the Sports Pavilion to support golfers and tennis players





# Background

- 1949 - 1974: operated as Third Beach Tea Room
- 1974 - 1990: operated as Beach House restaurant
- 1990 onwards: operating as The Fish House:
  - 1990 - 1998: Bud Kanke
  - 1998 - 2006: Daishipin (Canada) Inc
  - 2006 - present: Canadian Hotel Income Property, assigned to Silverbirch Holdings
- Lease expired October 31, 2015
- The facility contains some shared space including pay tennis, public washrooms and gardeners work area
- Annual return of approx. \$220,000 from previous operator

- Request for Proposal (RFP) issued June 9, 2015 and closed August 18, 2015
- The RFP was publicly posted, advertised in the Western Investor and email notices sent to 24 potential proponents
- The key requirements were:
  - A first class food service establishment
  - Competitive rental payments
  - Prices and services consistent with similar restaurants
  - A strong commitment to sustainability
- 0998323 BC Ltd are the selected proponent from the RFP process

- 0998323 BC Ltd is the part owner and operator of Feast restaurant located in West Vancouver
- Feast is a casual bistro style restaurant with a warm ambience and a menu focused on fresh local ingredients and operates without a freezer
- Won the 2015 Wine Spectator Award of Excellence for their wine list





# Selection

- The proposed menu would showcase fresh local and sustainable ingredients with a menu that is seafood focused
- The RFP evaluation confirmed:
  - Strong key personnel
  - Commitment to sustainability
  - Clear operations and management plan
  - Detailed conceptual plans





# Financial Proposal

- Provide all capital for renovations, projected at \$1.5 million
- Project a 7 month post award period for renovations
- Basic rent of \$180,000 annually
- Rent on Gross Revenues:
  - \$0 - \$2m      2%
  - \$2m +        5%
- Projected return to the Park Board of \$320,000 in the first year
- Responsible for all repairs, maintenance and utilities
- Two terms of ten (10) years each



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