



# **Non-motorized Watersport Services at Kitsilano Beach**

## Service Contract

Park Board Committee Meeting  
Monday, April 16, 2018



Seeking approval to enter into a service contract with Vancouver Water Adventures Ltd. for the provision of non-motorized watersport services at Kitsilano Beach.



- In 2013, the provision of a non-motorized watersport service was approved by the Board and introduced at Kitsilano Beach.
- A procurement process was initiated and Vancouver Water Adventures Ltd. was the successful proponent for the pilot project at the site; their contract ended in early fall 2017.
- A Request for Expression of Interest (RFEOI) was issued in February 2018; responses were received from Vancouver Water Adventures Ltd. (the incumbent) and Sea to Sky Adventure Co.

- RFEOI was issued in accordance to with Park Board's Procurement Policy;
- Submissions were evaluated by staff under the stewardship of Supply Chain Management;
- Criteria for evaluation included:
  - Business Concept (product & service approach)
  - Operations/Level of Services (safety, range of services, sustainability)
  - Experience & Qualifications
  - Financial Capacity
  - Financial Fee/Offer
  - Value Added Services

Based on the overall evaluation, staff concluded that the proposal submitted by Vancouver Water Adventures Ltd. best met the Park Board's criteria and provide the best overall value.







- VWA was founded in 2009 by a Vancouver based brother and sister team.
- VWA currently operates in 3 locations including English Bay, Granville Island and Kits Beach.
- Providing a variety of non-motorized watersports including; standup paddle boarding & kayaking lessons and rentals along with unique programming including on water yoga and light up the night paddling.

- A. THAT the Vancouver Park Board authorize staff to negotiate to the satisfaction of the Park Board's General Manager and the City's Director of Legal Services and enter into a contract with Vancouver Water Adventures Ltd., for the operation of a non-motorized watersports service at Kitsilano Beach, for a term of three (3) years with the option to extend for two (2) additional one (1) year terms.
- B. FURTHER THAT the Park Board General Manager be authorized to execute on behalf of the Board the contract contemplated in recommendation A;
- C. THAT no legal rights or obligations will be created by Board adoption of Recommendations A and B above unless and until such contract is executed by authorized signatories of the City as set out in these Recommendations.

