



Date: July 30, 2003

**TO: Board Members - Parks and Recreation**  
**FROM: General Manager - Parks and Recreation**  
**SUBJECT: AWARD OF STANLEY PARK PAY TENNIS CONCESSION**

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## RECOMMENDATION

- A) *THAT the Board award the Stanley Park Pay Tennis Concession to Gayle Dobson and Gordon Cheng for the 2002 season, to be renewed annually for the 2003 - 2005 seasons by mutual consent of the Board and the Operators.*
- B) *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.*
- C) *THAT once the form of all legal documentation has been approved by the General Manager and Director of Legal Services for the city of Vancouver, that the General Manager be authorised to execute and deliver such documentation on behalf of the Board.*

## BACKGROUND

Pay tennis has operated at six of the 17 tennis courts in front of the Fish House restaurant in Stanley Park, in the summer months since the early 1980s. The Board awards the concession to an Operator on a revenue sharing basis. The Operator rents out the courts, provides lessons and runs tennis programs. In 2000, these six courts were resurfaced and upgraded.

## DISCUSSION

### Request for Proposals (RFP)

The RFP was advertised in a local newspaper and notices were sent to Tennis BC and 10 of the larger local tennis clubs and facilities. Prospective Operators were requested to state the percentage of revenues to be paid to the Board, and to project their 2002 gross revenues for court rentals and for lessons and programs. The RFP specified that the contract would be awarded for the 2002 season, renewable annually for up to three additional years by mutual consent. This would allow either the Board or the Operator the ability not to renew, should circumstances change for either party or the arrangement not work out as anticipated.

### **Proposal received**

The only proposal received by the Board was from the existing Operators, Gayle Dobson & Gordon Cheng, as follows:

% of gross receipts payable to Board - on court rentals	<b>50%</b>
% of gross receipts payable to Board - on lessons & programs	<b>15%</b>
estimated amount payable to Board in 2002	<b>\$12,250.</b>

These are the same percentages as were paid to the Board under the previous three year agreement with these Operators. Over those three years, the Board's share of revenue from the pay tennis concession were \$6,800 in 1999, \$7,400 in 2000 and \$11,200 in 2001.

### **Award of Concession**

Ms. Dobson operated this concession from 1986 to 1993 and Ms. Dobson & Mr. Cheng jointly ran it from 1999 - 2001. They are both certified coaches and are active in local tennis. Over the past three years, they have offered tennis programs at Stanley Park in conjunction with the Roundhouse Community Centre and Tennis BC, and plan to continue with both. They have also been closely involved with the Stanley Park Tennis Tournament, which is held at these courts annually.

Several letters of support for Ms. Dobson & Mr. Cheng were received from members of the public who rent the courts regularly or have participated in their lessons and programs.

### **JUSTIFICATION**

Ms. Dobson & Mr. Cheng have been good operators of this concession over the last three years. They have past experience, understanding of the local environment and the ability to offer coaching. Revenues paid to the Board have increased annually and will likely continue to do so.

Prepared by:  
Revenue Services Division  
Stanley District  
Board of Parks and Recreation  
Vancouver, B.C.  
AD